

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., FEBRUARY 25, 1899.

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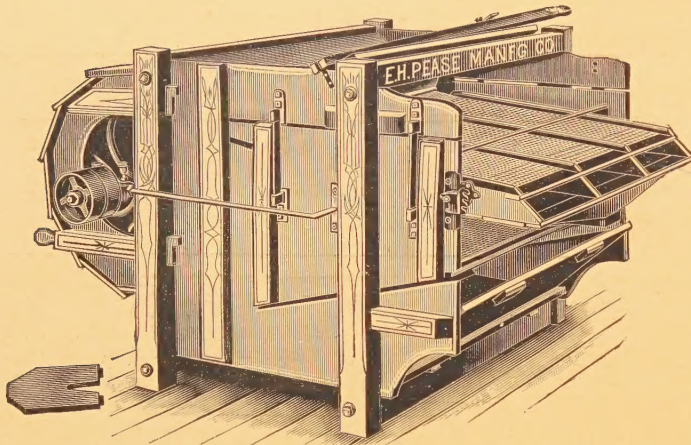
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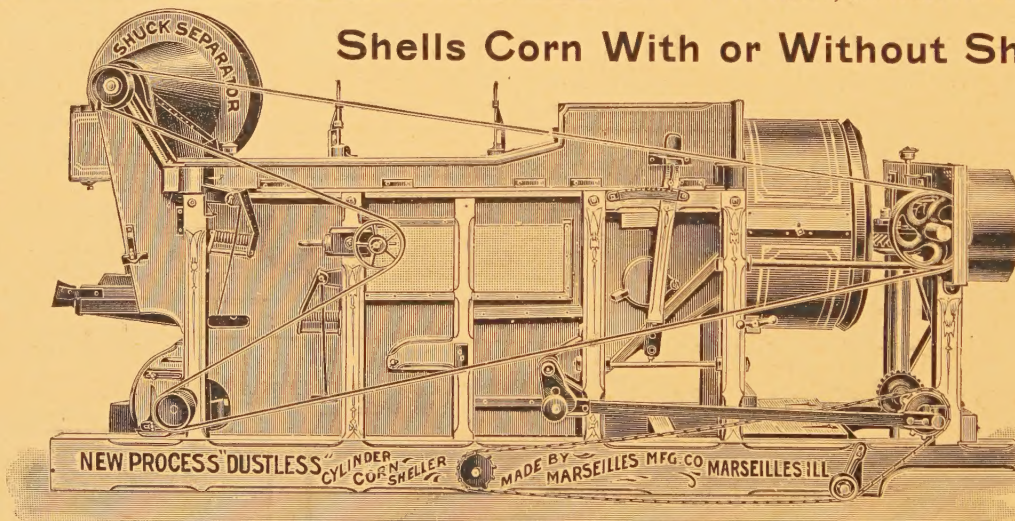
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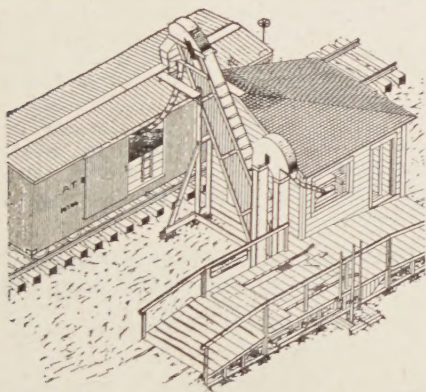
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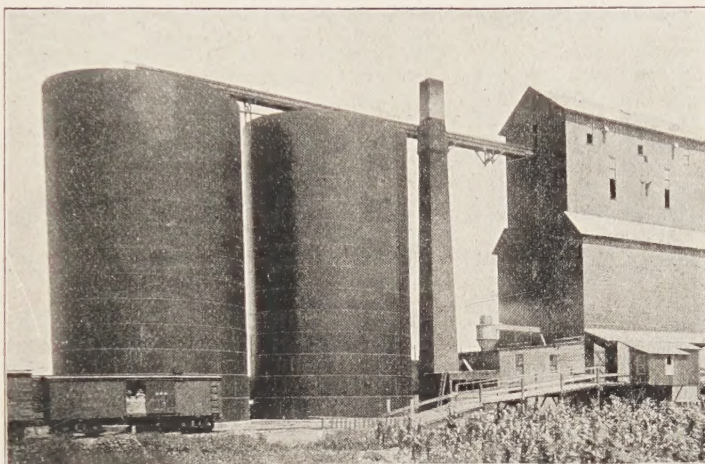
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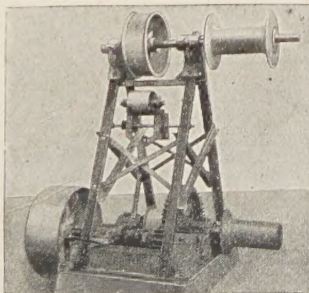
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IF YOU do not find what you want advertise for it here.

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ENGINE of 15 h. p. wanted in exchange for gasoline engine of 10 h. p.; good condition. C. A. Burks, Bement, Ill.

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POSITION as superintendent, foreman or buyer by experienced grain man. All references. E. H. M., care Grain Dealers Journal, 10 Pacific avenue, Chicago.

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COUNTRY ELEVATOR in Illinois or Iowa. Give full particulars, price and terms in first letter. A. T. J., Box 2, care Grain Dealers Journal, 10 Pacific av., Chicago.

POSITION WANTED.—If you want help in your office, elevator or any other department of your business, advertise your want where those connected with the grain trade will see it. That is right here.

MACHINES WANTED.—If you want good second-hand machines or machinery, make your want known in this department. Others have done so and secured good machines at a low price. You can do as well.

WANTED.—ELEVATOR, to lease with option of buying. Located in grain section. Address, giving full description of plant, amount of grain shipped last year, Grain Buyer, care Oldtown Mills, Xenia, O.

HELP WANTED.—If you want a position as superintendent or foreman of an elevator, grain buyer, traveling solicitor, bookkeeper, machine tender or any other position about a grain elevator or grain firm's office, make your want known to those engaged in the business by advertising here.

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GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month at
10 PACIFIC AVE., CHICAGO, ILL.
BY THE

GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., FEBRUARY 25, 1899.

What is a regular grain dealer? Let us have your opinion on the subject.

Country elevator men with a steam plant and a bountiful supply of cobs should now be very happy.

An Illinois grain buyer induces local merchants to bear the expense of printing his weigh tickets by publishing their ads on same.

If the farmer desires to borrow money, send him to the bank. If he cannot get it there it is not safe for a grain dealer to lend to him.

It is the part of wisdom for country shippers to refrain from selling for delivery within a short time. Many losses have been incurred as the result of this practice during the recent car famine.

In this number will be found several statements from different elevator men as to their practice in charging for storing and handling grain. We would be pleased to receive replies from others on the same subject.

Iowa has more grain dealers associations than any other state. All that remains now to insure their perpetual success is for them to combine and form a strong state association and then affiliate with the National Association.

The associations may soon be in a position to save members much more than their dues by buying gasoline oil and coal in large quantities for members. Such a purchasing agency could easily be conducted with benefit to the associations and every member.

A regular shipper of Western Iowa, happy, in the undisputed possession of a good business at one station, has the temerity to assist a scoop-shovel man at a nearby station by forwarding his grain for him. The business has come to a pretty pass when a regular dealer will attempt to injure the business of regular dealers at near-

by stations by helping a scoop-shovel shipper.

Shippers who sell corn for time delivery cannot expect to obtain relief from their contracts on the plea of inability to obtain cars. Such excuses do not fill contracts made by buyer at central market. The buyers must fulfill their contracts and, naturally, look to the shipper to make good any loss suffered.

The affiliation of the different state, district and local associations with the Grain Dealers' National Association would serve not only to strengthen the associations, but would materially assist them in carrying on their work, reduce expenses and increase their influence in every direction. It would surely prove beneficial to all the members as well as to the associations themselves.

The elevator man who conducts a grain business at irregular intervals at nearby stations in competition with others having an elevator surely cannot be considered a regular dealer at such stations. No dealer who indulges in such practice can command the respect of any one connected with the trade, and surely he could not secure the assistance of any of the associations, even were all the scoop-shovel men in the country to make an attempt to capture his business.

Country elevator men who use gasoline engines are beginning to feel the avaricious greed of the Standard Oil Co. Several complaints have been received recently and many have asked for the address of a company which would furnish gasoline cheaper than the trust price. Many letters have been received bearing on this subject, all of which are published in this number. If any reader can give us any information which will assist us in placing regular dealers in communication with independent refiners we would be pleased to hear from them.

If country grain dealers would not load their cars so full their grain would be inspected and sampled more promptly and their grain would be handled more expeditiously in large centers. Inspectors as well as samplers frequently report car too full to enter. So the grain must be reinspected and resampled when it arrives at elevator. In the meantime it cannot be sold to advantage, as no one knows of the character of its contents. If shippers would load cars so that top line of grain would not be above three feet from roof it could then be sampled and inspected upon arrival. The grain would

be disposed of more promptly and the car released quicker, so that both the shipper and the rail carrier would profit by such loading.

In this number will be found the opinions of many more grain dealers on the advancing of money to farmers on grain which they promise to deliver. Very few well established dealers favor or excuse the practice and those who have had experience in that line generally regret it. In fact, some of those now advancing money talk against the practice. That it is detrimental to the interests of the regular dealer no one who will take the trouble to read the opinions published in this and the preceding number of the Grain Dealers Journal can have the least doubt.

A shipper at Roodhouse, Ill., is credited with indulging in a very clever trick at the expense of receivers in several different markets. He would first ship a large car of grain and make a small draft against it. This would be followed soon after by a second shipment. The second car would be loaded light and a large draft attached to the bill of lading. Of course he neglected to make any shipments thereafter and refused to settle for the over-draft. Credulous receivers in five different markets were caught by this game, and are still anxious to dispose of their claim for a song. It is needless to say that the person who shipped the grain and indulged in the trick is not in the grain business at Roodhouse.

The agents of stock fire insurance companies, who were interested in the grain burned in Armour's elevator D, at Chicago, last year, found is very difficult matter to hold in check their desire to take advantage of the replacing clause in their policies. The market price of flaxseed and of wheat declined so rapidly after the fire that replacing the burned grain would have enabled the stock company agents to save over \$100,000 for their companies. It seems contrary to the nature of the stock company agents to pay anything they can avoid paying. What is right or fair is never considered by them; their motto seems ever to be, "Reduce losses." If the elevator men would insist on a clause being placed in the policy requiring the settlement of losses in grain at the current market prices in the most available market, they would prevent the insurance companies taking advantage of the replacing clause, and thereby shirking their true liability. One of the mutual fire insurance companies which insures a large number of country elevators, shows its fairness by placing a clause in its policy providing

that losses shall be adjusted upon the value of grain or seeds of like grade at date burned, in the market most available to the assured, deducting therefrom, of course, the established rate of freight from place of loss to the most available market. It shows its intention to be fair by providing in each policy that if fire occurs on Sunday or a holiday, it is understood that the last market quotations preceding date of fire will be considered the basis for settlement. Any company which gives such marked evidence of a desire to do what is fair by its policy holders surely merits the patronage of elevator men.

Grain dealers doing business in states having nonsensical laws which attempt to regulate the size of grain tester used in buying grain from the farmer will be pleased to learn that no action has been taken in the famous case of Yeazell versus the State of Ohio. The time for Proceedings in Error having expired, this case is settled. It is not likely that another case will be necessary to prove the unconstitutionality of the Ohio law. The success of the dealers in knocking out the law speaks well for combined effort. The local fight cost something over \$400 and was raised by E. A. Grubbs of Greenville and E. C. Wagner of Columbus, the different dealers subscribing from one to five dollars apiece to pay the expense of the suit.

A Detroit receiver has adopted what appears to be a very effective rule in tracing shortages in shipments of grain sent out. It provides its country shipper whose shipments run short with cards upon which they are requested to specify the weight and number of bushels put in each car. One of these cards is tacked on to each door of the car into which the grain is loaded. The superintendent of the elevator in Detroit is instructed to inspect the condition of the car whenever the weight is 100 pounds or more short of the weight written on card by the shipper. The grain is kept by itself until the cause of the shortage can be discovered or the shipper notified. This enables the receiver to materially reduce the trouble due to shortages.

Elevator men who propose to paint their plants this spring should not repeat the mistake made by a number of their brothers last season. A paint which will crack, scale, peel off and drop to the ground the first season is hardly worth the putting on. We regret to say that some dealers were so unfortunate as to pay for the covering of their plants with such paint last year. Some paints which are very good for wood have been found entirely unsatis-

factory for covering tin and iron. A paint which will stay on for years and protect iron and tin is good at almost any price. Iron siding and tin roofing will rust out very quickly if exposed to the elements. It is much cheaper to cover well with paint than to be required to recover a plant with tin and iron every two or three seasons.

Illinois dealers who propose to erect one or more elevators this season should make it a point to secure the services of a licensed architect. Architects who have been licensed by the state are required to pass rigid examinations which prove their competency for such work. Country barn builders have often put up houses which have apparently been good enough for the purpose designed until the structures were given a trying test by loading to full capacity, then they prove their worthlessness and the incompetency of their designers by bursting or falling to the ground. Such an elevator is the most expensive a dealer can invest in. The best is always satisfactory and generally the cheapest in the long run. The first cost is not the only expense to be considered. The expense of operation as well as repairs should be carefully considered.

STRAWS.

Chicago will have official grain samplers.

A millers' trust may be formed at Duluth, Minn., by a promoter named McIntyre.

The C., M. & St. P. Ry. has bought the St. Paul and the Fulton elevators at Chicago.

Locusts in Paraguay are almost as large as small birds, writes Consul Ruffin of Asuncion.

Argentina's export surplus of wheat is variously estimated at from 32,000,000 to 52,000,000 bushels.

Spain is in the market for American wheat, writes Theodore Mertens, consul at Valencia. "A steamer cargo of 4,000 tons of red winter wheat has just arrived here from New York, which has proved entirely satisfactory in quality, and importers are willing to receive more during the winter or spring. The price seems to compare favorably with that of Russian wheat (the kind generally imported here when there is a demand for foreign wheat), although American wheat pays 20 per cent higher duties than grain from countries which have a commercial treaty with Spain. This is the first direct shipment from the United States to this port since the war."

The use of American corn is increasing rapidly in Europe. It is becoming indispensable to many of the old world distillers, brewers and stock farmers. As a raw material for distillers, brewers and other manufacturers the use of corn is capable of such vast expansion as to quadruple our present exports, large as they are. Were European manufacturers induced to use corn as freely as those of this country we could scarcely

supply the demand. A single American manufacturer, the Glucose Sugar Refining Co., alone consumes 100,000 bushels per day. On the other hand, the attempts to educate Europeans to eat cornmeal in place of rye and wheat have not succeeded. Prejudice condemns corn as fit only for cattle.

Bristol imports more barley than any port in the United Kingdom, the annual amount being about equal to that of London and Liverpool together.

The final estimates of the United States crops in 1898 made by the Department of Agriculture are: Wheat, 44,055,278 acres, 675,148,705 bushels; corn, 77,721,781 acres, 1,924,184,660 bushels; oats, 25,770,110 acres, 730,906,436 bushels; rye, 1,643,207 acres, 25,657,522 bushels; barley, 2,583,125 acres, 55,792,257 bushels; buckwheat, 678,332 acres, 11,721,927 bushels; hay, 42,780,827 acres, 66,376,920 tons. The estimate of the wheat crop is much larger than that given out earlier and has been a surprise to the trade. The acreage of winter wheat for the present season is estimated at 29,953,639, which is 2,311,968 acres greater than the area sown in the fall of 1897, and 4,208,809 acres in excess of the winter wheat area actually harvested in 1898.

The visible supply of grain in the United States and Canada on Feb. 18, as compiled by Geo. F. Stone, secretary of the Chicago Board of Trade, was 29,618,000 bushels of wheat, 31,820,000 bushels of corn, 8,676,000 bushels of oats, 1,541,000 bushels of rye and 2,772,000 bushels of barley. Compared with the preceding week wheat decreased 543,000 bushels, corn increased 1,196,000 bushels, oats increased 1,561,000 bushels, rye decreased 46,000 bushels and barley 150,000 bushels. The large increase in oats is accounted for by the inclusion of the 1,500,000 bushels afloat in Chicago harbor, which were not added in previous reports. The directors of the Board have instructed Secretary Stone hereafter to include the oats afloat, as reported by the Vessel Agents' Association.

"WELL, Uncle Josh," said the chairman of the rural agricultural society, "I suppose we can depend on you for an exhibit at our county fair this year?"

"I reckon you kin," replied Uncle Josh; "I hain't got much in the way uv corn ner oats, but you kin put me down fer ther biggest hog in this yer county."

BETSY and I are out today.

And this is the reason why:

I went to town with a load of hay,

And returned with a load of rye.

GREAT jags from little corn juice grow.

AN inveterate plunger in grain—the grain tryer.

"DO you look to the future with courage?" he asked the maiden.

"Yes," she replied, "pa says nerve is everything in the wheat business."

AT the price corn is bringing these days, the farmers ought to thank the people for suffering during the hot weather last summer.

WHY isn't the end of the loaf a corner in wheat?

ERRORS IN OPERATING GRAIN CLEANING MACHINERY AND CLIPPERS.

By F. M. SMITH.

I have found many errors in operating grain cleaning machinery. My observations during the past few years would indicate that many elevator superintendents and proprietors expect to obtain the same class of work from machines looked after by inexperienced men as when run by experts. Many mistakes are made in the setting up of machines by the millwrights and workmen assigned to do the work. I found in one of the largest elevators in Chicago that a line of warehouse separators had been running two years with pulleys reversed, and the speed of the shoe was so slow that wheat would barely move in its course over the screen. A few minutes' work in changing the pulleys put these machines to their proper work and capacity. I have found two separators with air trunks connected into one. While the first with spout leading direct from the machine was doing its work quite well, the second machine was unable to perform any acceptable work. These air trunks were connected at an angle of about sixty degrees.

It is of greatest importance that dust collectors used in connection with separators should be of sufficient size that no back pressure can be had upon the fans of the machine. It is found wherever dust collectors of different types are in use, that some are vastly too small for the machines connected to them. The capacity of a grain separator is governed by the size of the perforations of the screen in use. While a machine can have a capacity of 2,000 bushels of wheat with a coarse screen, the same machine would have less than 1,000 bushels capacity when clothed with a fine screen and doing special work. The same machine would have less capacity for the cleaning of corn, oats, barley, flaxseed, etc.

An even full feed is important for a separator to do its best work. I have found instances where the feed gates of the machines are more or less filled with cobs, coke and sticks. In these cases machines are feeding unevenly and a small stream is trailing down at different points of the screen and trailing over grain, while the work is not satisfactory.

In the cleaning of different classes and grades of grain there is much to contend with, and the good judgment of the operator is constantly called into requisition. Wheat mixed with oats, and barley with oats, and barley and oats with thistle balls, all are troublesome problems to deal with and try the patience and skill of the best elevator operator.

Oat-clippers of the prevailing types are quite simply constructed, and almost any elevator man is capable of setting one up, putting it in motion and adjusting the feed to it. I have found an oat-clipper started in its work with beaters set at three-eighths inch from the case, to raise the oats from 28 to 40 pounds per bushel. The power of a small engine was insufficient to drive the machine, although it was a small one. With beaters removed the machine had twice its rated capacity and took but little power to clip and raise the

same oats five pounds per bushel. A small diameter cylinder and case in an oat-clipper will have greater resistance for the oats than a large machine, and therefore will do more severe clipping with beaters set at equal distances from the case. Beaters should be adjusted at different times to suit the condition of the oats. With new oats containing many small and light oats a special style of case can be used to advantage, and will enable the operator to clip all of the small pin oats without loss in shrinkage. After oats become fully dry and machines are raising weight far beyond the point desired, the approved plan is to set back the beaters or to remove them from the cylinder and to increase the feed.

TRANSPORTATION

Ocean freights are down to the lowest in a year.

Another car ferry for the Lake Michigan trade will be built by the Flint & Pere Marquette railroad.

Eastern shippers claim the new grain bill of lading will be difficult to negotiate and are objecting to it.

Nearly all the vessel room at Chicago has been chartered for spring shipment. About 5,000,000 bushels of all kinds of grain has been loaded.

11 per cent. The tonnage of the Sault is more than double that of the famous Suez canal.

The Missouri legislature is considering a bill to empower the state railroad commission to impose fines of \$1,000 to \$15,000; to make releases unlawful, and to prohibit pooling.

Chicago shippers are after the roads with a sharp stick for reducing the corn rate to 13½ cents from the Mississippi and leaving the Chicago rate at 16½ cents, thereby violating the long and short haul clause of the inter-state commerce law.

To care for the expected increase in the export grain traffic via New Orleans the Illinois Central railroad has contracted for locomotives weighing 214,000 pounds, has appropriated \$500,000 for the reduction of grades south of Cairo, and has notified many Illinois elevator men to move their houses to make room for the new double track.

THE BANNER LOAD OF CORN.

Floating above the big load of corn illustrated herewith is the Flag of Freedom, and the load is entitled to all the banners in sight, for it exceeds in amount any load heretofore reported. The photograph was sent us by W. F. Banta of Ridge Farm, Ill., who weighed and bought the load. It is certainly a monster load, requiring three double



Banner Load of Corn—114 2-7 bushels.

Corn shipping from Chicago is almost at a standstill because of the difficulty of making use of the new export rate with its innumerable and impossible conditions.

Bids on 600 box cars are being taken by the Minneapolis & St. Louis. The Oregon Short Line has ordered 250 box cars. The Atchison will soon order 1,000 box cars.

Demurrage on Manitoba grain stopped at North Bay for orders has been reduced by the Canadian Pacific railway from \$2 per car after 24 hours to \$1 per car after 48 hours.

Sault Canal traffic again records an increase for the season. During the 241 days in which the canal was open 17,161 vessels passed through, an increase of 3 per cent. The tonnage aggregated 21,234,664, an increase of 12 per cent. Of the total grain supplied

wagon boxes, one on top of the other, to hold the corn. This load of corn was loaded on the farm of Charles Buell, five miles from the elevator, and hauled up on to the dump of the elevator with one team without breaking bulk. Its gross weight was 9,410 pounds, tare 1,410, making the net weight 8,000 pounds or 114 2-7 bushels. It sold for 30 cents a bushel or \$34.27.

Many dealers advertise their business by offering premiums for big loads of grain. Recently Ream & Son of Tower Hill, Ill., offered 40 cents a bushel for the largest load of corn brought to them on a certain day. The largest load received contained 103 bushels or 11 bushels less than the one received by Mr. Banta. Ream & Son will find it necessary to offer more money if they are determined to beat the Banner Load.

LETTERS FROM THE TRADE

ADVANCE ONLY ON CONTRACTS.

Grain Dealers Journal: We seldom advance money on grain without making a contract for a certain amount of grain at a stated price with stipulated time for delivery. Otherwise I find it hurts the dealer in many ways; as, in the first place the farmer will want the dealer to pay $\frac{1}{2}$ to 1 cent more for the grain in order to get his money. If the dealer does not, the farmer will go around him and sell to another and

fellow just the same. Do not give it up because one, or five or six, flew the track.

Just think of your position in the matter of shelling out \$20 here and \$100 there to the farmer to go and buy options with. He holds his grain for a higher price on your money without interest. To make a success of business you must first take care of yourself and then the other fellow. Do not let the other fellow get your money without you get "value received." The dealer who lets the farmer have his money on grain expecting to get the grain later is practically letting go of his money with-

farmer too, which you do when you advance money on his grain without buying it outright on a contract.

This subject needs renovating among local dealers. Line dealers are "onto" all of this and they do not usually let their greed for business get away with their judgment on this matter. They are out for the money rather than so much business. There is nothing in loaning money to the farmers without interest. E. J. Edmonds, Marcus, Ia.

DEALERS THEMSELVES TO BLAME.

Grain Dealers Journal: In the Journal of Feb. 10 I notice correspondence from dealers all over the country, most of whom seem to be against the farmer and think it derogatory to the dealer to accommodate the farmer, who should be his best friend. They also have it "in" for the scoop-shovel men.

I admit that in both cases there are frequently grounds for complaint; but as a rule the dealers themselves are to blame for letting the farmer have money. The dealers should use their own judgment on that, the same as in any other case. Every man should know how to run his own business and not depend on others to run it for him.

As to the scoop-shovel business, the way to keep them out is to pay the farmer what his stuff is worth; otherwise the scoop-shovel man is the farmer's only remedy unless he ships his grain himself; and that he could not do if some of those grain combinations had their own way. They seem to be trying to get commission houses to boycott farmers and scoop-shovel men. I see by the advertisements in the Grain Dealers Journal that there are some firms so foolish as to say that scoop-shovel men and farmers need not apply.

Some of the very kickers against scoop-shovel men are doing a scoop-shovel business themselves. Here in

Marcus, Iowa, _____ 189

This is evidence that we have this day bought of _____

of Marcus, Iowa, _____ bushels of No. _____ at _____ cents per bushel, which he is to deliver in good order at buyer's corn cribs, or elevator, as purchaser may elect, on or before _____ 189, a fair reduction in price to be allowed for all damaged or blighted grain.

Paid on above contract, \$ _____

BUYER.

"stand off" the dealer for his money. If the farmers have a poor quality of grain the dealer that has advanced money gets the poor stuff. By advancing to Tom, Dick and Harry it takes twice the money to run the business.

A dealer who follows the practice of advancing money cannot make much of a success of the grain business. I know he will not succeed as the one who does not make it a practice. I find it harder to buy of the farmers when they are in debt to us. (We handle lumber and coal.) The farmer seems to want to shun us; but as soon as he pays up, then it is no trouble to buy his grain and hay. It is the same to a great extent with advancing money.

I inclose such contracts as we use in our buying. One form is for the seller and the other for the buyer. The great trouble with the contract is to get the dealer to insist on the farmer signing it; but when the farmer learns that that is the only way he can do business with you he will come to it. When grain bought goes up the farmer is generally short 100 to 300 on the 1,000 pounds. Then we ask them to make up the difference, having impressed this on their minds when they sign their contract. The time to have a thorough understanding is at the time of making the deal.

The ordinary dealer will say this cannot be done with his customers. I have so often heard this remark. But the fact is he has never given it a trial. When a farmer comes to get \$20 on grain, find out how much he wants to sell. Then say the price is 50 cents that day. Buy the wheat for 10 or 30 days at the market price that day. Pay him half or two-thirds the value of the grain; and then make him sign the contract or do not let him have the money. He may refuse to deal with you, but try the next

out getting value received. The man who complains of this practice in the Grain Dealers Journal evidently has just awakened to find the practice to be one of the worst plagues of the grain buyer. It is, no doubt. Stop it yourself, that is the point. Do not blame some one for what you do yourself. You do it thinking you will hold the farmer's business. Then you go behind your elevator and kick yourself.

Marcus, Iowa, _____ 189

This is evidence that I have this day sold to _____

of Marcus, Iowa, _____ bushels of No. _____ at _____ cents per bushel, which I am to deliver in good order at buyer's corn cribs, or elevator, as purchaser may elect, on or before _____ 189, a fair reduction in price to be allowed for all damaged or blighted grain.

Received on above contract, \$ _____

SELLER.

The farmer comes in and says, "Charley, I want to sell my corn today. What will you pay for it?" "Twenty-five cents for 57 pounds." "Why! John Smith offered me 25 $\frac{1}{4}$ for 56 pounds. I must get all I can for this corn; and I would rather sell to you; but can't unless you pay as much as Smith does, for he will be mad if I sell it at less, and I don't want to have that." Charley has \$50 invested in this bunch of corn, and he takes it in at Smith's price. Do not lay yourself open to competition and the

Manning, where I am the only exclusive grain dealer and have an elevator on the Northwestern railroad, we have a grain concern, known as the Manning Mercantile Co., which buys grain from the farmer at other stations aboard the car, the farmer taking return weights. The company sends a man to the station where the grain is bought and he borrows a shovel instead of buying one and loads the grain. He gets the grain by paying more for it than the home dealer, thinking he is doing something

smart by doing dirt to his brother grain dealer. If the regular dealers would treat one another as they should, and not be trying to do dirt to one another, it would be better than finding so much fault with others. D. W. Patton, Manning, Ia.

FAVOR ADVANCING ON CERTAIN CONDITIONS.

Grain Dealers Journal: We have advanced money to farmers every year for thirty years in business, and we never lost anything by so doing. When we advance money on grain we buy so many bushels to be delivered in 30, 60 or 90 days at set price agreed, and make

the money to spare, it is a different thing. I do not think that he should borrow money for this purpose. J. B. Wuester, Home City, Kan.

NO USE TO MAKE PERMANENT IMPROVEMENTS.

Grain Dealers Journal: Churchill & Co.'s letter in your last issue is right to the point. Name the road or roads on which the shipper is a regular dealer, also state on what road he is a scoop-shovel dealer (if such should be the case) then track buyers will know on what lines to bid them.

I am now troubled at Oakwood, Ill., with such a man, who is a regular deal-

REPORT YOUR SHORTAGES.

Grain Dealers Journal: The committee appointed to look into the matter of grain weights at the annual meeting of the Grain Dealers' National Association last November would be pleased to receive any complaint of shortages in shipments of grain which have occurred since January 1st, 1899. N. S. Beale, chairman of committee, Tama, Iowa.

ADVANCE MONEY BECAUSE THEIR NEIGHBOR DOES.

Grain Dealers Journal: We advance money on grain to farmers, and do it simply because our neighbor grain dealer does. When one does, we all have to or get no grain. It is the most unsatisfactory thing dealers can do, and a curse to the farmers as well as the dealers. The farmer will draw his whole crop before it is ready for market and a great many times does not have enough grain to pay the account. It compels the dealer to put out hundreds of dollars that he could use in other ways. We think, for the benefit of the farmer more than the dealer, that dealers should not advance money on grain and should make an effort to stop the practice. Boyle & Blakely, Kilbourne, Ill.

WOULD LIKE TO SEE THE PRACTICE STOPPED.

Grain Dealers Journal: This company has never made it a practice of advancing money to farmers. The fact is, it is one of our most important rules that no money should be paid for grain until it is delivered in the elevator. We realize that notwithstanding this rule on our part, some of our agents sometimes disobey the orders, and when we find it out, it is invariably to our detriment. We have had occasion to discharge a number of men in the last year or two for disregarding our rules in this respect.

As to whether it would be practicable to make combined effort to stop the advancing of money to farmers, I do not wish to express an opinion. We would like to see the practice stopped, as we think it bad, but it makes no difference to us whether others advance money in this way or not—We will not do it. P. B. Smith, General Manager St. Anthony & Dakota Elevator Co., Minneapolis, Minn.

IT IS FOLLY TO ADVANCE.

Grain Dealers Journal: We have advanced money on grain to a great extent, but have just about quit it. We now advance not over \$25 to any one party, and buy grain to that amount at price the day they receive the money from us. It is still better to advance none at all, as it will drive trade away that the dealer would get if he did not accommodate them. It is folly to advance at all, especially when grain is on the rise. They will hold it and get the rise which the dealer would get if he did not advance them the money. We do not even advance a cent on stored grain, for that is just as bad. A dealer is bound to lose some money no matter how careful he may be in advancing. Besides it is unreasonable and onesided. When grain is on the drop the dealer can sometimes make a good thing by advancing money on grain; but it makes

OFFICE OF.

G. L. JUNOD & CO., GRAIN MERCHANTS.

Branch Offices at RAY, ROZEL and BURDETTE.

LARNED, KANSAS,

189

Sold to—

bushels of to be delivered in

days at , Kansas. The consideration

being per bushel.

Signature

the farmers sign a contract such as we inclose. We are in favor of grain dealers advancing money on this condition. G. L. Junod & Co., Ray, Kan.

SHOULD PAY NO RENT—APPROVES ADVANCING ON GRAIN.

Grain Dealers Journal: I think the associations should make a strong effort to get railroad companies to abolish the practice of charging rent for elevators and cribs located on their grounds. Instead the companies should pay to owners of elevators a loading fee for furnishing store room and facilities for loading grain into cars. I think this would be no more than just, for the railroad companies put in stockyards at every station and keep them up, and also furnish storeroom for all other merchandise. This being the case I do not see why they should refuse to pay a small fee to the grain dealer who furnishes storing and handling facilities, which are as much a necessity as a stockyard or a storeroom for merchandise.

I have advanced money on grain for a number of years. When I had the money to spare, I did it for accommodation. I do not know that it ever did me any particular good or harm. I think that if a customer who you know is all right wants some money on grain which he agrees to deliver in a short time it is all right to let him have it, providing a contract is made showing the amount and kind of grain he sells, time of delivery and price. If a dealer has the money to spare I do not see why he should not accommodate a responsible person. Of course if the dealer has not

er on the Wabash and C. & E. I. He even goes so far as to employ farmers to buy for him and offer 15 cents per load to have the grain scooped. Unless such men can be checked there is no use in making permanent improvements. We cannot depend upon the railroad company to help us out. B. B. Minor, Indianapolis, Ind.

A CORRECTION; WHY ST. LOUIS DISCARDED THE CALL BOARD.

Grain Dealers Journal: In your issue of Feb. 10 we note the following paragraph under "Missouri": "Owing to the decline of St. Louis as a grain market, the Merchants' Exchange has suspended the grain call." A statement of this character going out to the grain dealers all over the country, is unjustifiable and more or less injurious in effect, coming from the source it does.

As a matter of fact the St. Louis grain business is on the increase in volume and her prices as compared with other markets are the best in the country. The Chicago exchange abolished the call board several years ago, but we never heard it said that she did so because of a decline in the grain business; but, as we understand it, it was done because it proved to be a useless expense, and, instead of facilitating business, operated adversely. St. Louis has discarded the call board for the same reason and not because of any decline in her grain trade. The call board was simply a relic of old foggy notions and St. Louis was about the last market to discontinue it. Brinson-Judd Grain Co., St. Louis, Mo.

hard feeling when they sell it for less money. We would advise all never to advance money on grain. Sherrard, Poppleton & Co., Cambridge, Ill.

ADVANCE ON STORAGE TICKETS.

Grain Dealers Journal: From our long experience in this business, we should say the habit is a most pernicious one, and do not think it should be indulged in by any elevator man or grain dealer, except in the manner which has always been in vogue with our company, and that is, only to advance money on our own tickets. Where a farmer has not facilities at home for carrying grain, and wishes to carry same, and places it in one of our houses for storage, we issue him storage tickets therefor, and then loan him up to two-thirds of the value of that ticket, the date of loan. The other third is to take care of the storage, insurance and decline in the markets. We make our contract with him payable on or before, so that he may on any sudden up-turn in the market take advantage of same and dump his tickets. This plan we have found has worked very satisfactorily now for twenty years, and by storing his wheat in an elevator, the farmer can take advantage of any sudden rise in the market, which would not be the case if he held his wheat on the farm. C. M. Amsden, General Manager Minneapolis & Northern Elevator Co., Minneapolis, Minn.

WHY THEY SOLICIT SHIPMENTS FROM OTHER THAN REGULAR SHIPPERS.

Grain Dealers Journal: Some four years ago, after careful investigation, we decided to give our support to the regular grain dealers of Illinois, and assist them as far as lay in our power to control the territory that naturally belonged to them. To this end, we wrote them to this effect, and where farmers wrote to us in regard to instructions for shipping, we referred them back to the grain dealers nearest to them, citing the advantage they would derive by selling at home, thereby getting cash and not having to wait for returns.

Some two years later we decided to take the same step in Iowa; we wrote in the neighborhood of three hundred and fifty of the regular grain dealers of Iowa, of our decision and asking them as far as possible to favor us with at least a portion of their business, as the amount of business that we would have to turn down would be quite large and we thought that the position that we took in their behalf was worthy of substantial recognition.

We received about a dozen replies from the regular grain dealers of Iowa, thanking us for the stand we had taken. They vaguely spoke of rewards, if not in this world, possibly in the other; but in the two years that have passed, notwithstanding that we have mailed our regular market letters, etc., to a large number of the regular grain dealers of Iowa, we think we are safe in saying that we have not received \$200 worth of business in return. So we have decided that our position was not appreciated.

As we are not in business for our health and our expenses are going along steadily, we have concluded that

we are not acting in justice to ourselves and have decided to go to work on other lines. We still feel that the farmer would do much better to sell to the nearest grain dealer, provided he gets good prices, than to ship himself, as in the first case he receives cash for his grain and in the other he has to wait for his commission merchant to make returns. We would be only too glad to continue to give the regular grain dealers our support, if they in turn will show a substantial appreciation by giving us business. Of course, if we cannot handle their business satisfactorily, we are to blame and would not expect it, but as we are strictly commission merchants and not connected with any of the local elevators, we are in a position to demand top prices according to quality on consignments.

Mr. Richard Powell, who has charge of our Receiving Department, is acknowledged to be one of the best salesmen on "Change and very popular with the buyers. Our motto is "Top prices and prompt returns." We feel that we have been ill treated by not only the regular grain dealers of Iowa, but we have not received the volume of trade from the Illinois dealers that we should. We are not so foolish as to expect our friends to ship to us when they can do better at home on track or in other markets, but when Chicago is in line we can see no reason why we should not receive a portion of the consignments that are coming to Chicago.

We are not "kickers" but we believe one good turn deserves another. Yours truly, J. A. Edwards & Co., Chicago, Ill.

ADVANCES TO HOLD FARMER'S FRIENDSHIP.

Grain Dealers Journal: I do not think it pays or does the dealer any good to advance farmers money on grain. It is frequently attended with a loss to the dealer and sometimes a lawsuit. Sometimes, in buying a lot of grain from a farmer, I loan him a few dollars for accommodation when I feel safe by knowing his honesty. Letting the farmer have a little money strengthens the friendly relations between the farmer and grain dealer and thereby holds his trade. I do not think it is detrimental to occasionally accommodate a farmer with a small loan for a few days.

As to grain dealers making a combined effort not to accommodate farmers, I am positively opposed to any "combine" whatever against the farmer. So much of that has been done that for us to combine would destroy the farmer's confidence in the grain dealers and have a tendency to make him ship his own grain for fear he is being robbed by virtue of those "combines." As a rule the farmer is willing that the dealer should have a reasonable profit from his business. When they do not know anything about the grain man's business they take it that they are being "skinned" on general principles. I am a friend to the farmers, with whom I have dealt for over 25 years and never belonged to any pool in my life. If a man is not honest enough and does not know enough to do business on his own hook without the aid of pools and combinations I have no use for him. I try to do business on my own judgment and own merits. After years of experience I still think that is the proper

way to do business. "Let every tub stand on its own bottom." D. W. Patton, Manning, Ia.

CORN BIDS UNFAIR.

Grain Dealers Journal: I would like the Journal to take up for discussion the subject of bids being sent out and being accepted in a good many instances by the country grain dealer to his disadvantage. For instance: The dealer receives a bid for "Three corn or better," and any corn grading No. 3 is applied, also that grading above No. 3; but the buyer pockets the difference, which is now about 2½ to 3 cents per bushel. If it grades No. 4 the seller gets docked the difference in the market, which is now, say, 1½ cents per bushel.

The average country grain dealer will accept these bids, and I fail to see why they do it. Only this morning I received a communication from a buyer for one of the principal grain firms, who said they were buying a lot of grain from Iowa dealers for "Three or better," and 50 per cent of it was now grading No. 2 corn and No. 2 yellow corn. The Iowa dealer can readily see what he is losing by selling on such bids. A general move ought to be made to protect our own interest; but I suppose as long as the dealers will sell on these bids they will be sent out. I think a great many dealers have given the bids no thought. If this matter is brought before the sellers I think it will be of advantage to them. Edwin Beggs, Ashland, Ill.

NEVER ADVANCE MONEY UNLESS GRAIN IS IN ELEVATOR.

Grain Dealers Journal: Independently of all others, we have made it a rule never to advance money on grain to anyone unless the grain was deposited in our elevators for storage and that the grain tickets issued therefor would be attached to notes given for the amount of money advanced. We adopted that rule because we thought the other was inimical to good business policy, any other policy being apt to involve anyone who adopted it in a great deal of trouble and annoyance, and sometimes litigation, which of course would not be conducive to the best of feeling between a company and its customers. In my judgment the freer of complications a grain dealer can be as regards his customers, the better able will he be to attend to his own business legitimately. We have had no experience in relation to advancing money previous to the receipt of the grain. Every grain dealer, it seems to me, will have to decide for himself whether it is good policy for him to do or not to do business in that way. Personally I am inclined to think that each one will finally make up his mind that it is impolitic and contrary to good business rules to advance money on grain that has not been delivered.

Another thing that is done to a great extent by the grain dealers is to contract grain for future delivery at a fixed price. I think the grain trade would be a good deal better off if this also was discontinued and all grain bought only after or when delivered. C. A. Magnuson, Vice President Northwestern Elevator Co., Minneapolis, Minn.

SELLING ON TRACK.

Grain Dealers Journal: Weighty reasons have been given by writers recently why country grain shippers should not sell on track direct to terminal buyers, but one of the most important has not been mentioned to my knowledge, and that is the unfavorable influence of the custom on the inspection of grain in this market and perhaps in others.

As a rule, track bids sent to country dealers are for the No. 3 grades of wheat and oats, and for No. 3 corn or better, and these bids usually stipulate that grain missing grade will be applied on purchases at the market difference as determined by the buyer. It must be evident to all that on such terms of purchase and sale, the profits of track buyers are enhanced by low inspections, and with single corporations buying hundreds of car loads daily a little influence applied to the inspection in the right manner and place might make a great difference in their aggregate profits.

Track buyers have the same right of appeal to the State Inspection Department to have grades of grain received by them lowered, notwithstanding the other party in interest may be hundreds of miles away and know nothing of the action, as shippers and commission merchants have to ask that the grades be raised. While this may have been done, I do not think it is a common practice, as there are less objectionable ways by which the same result might be attained if track buyers were so disposed.

Without a doubt there are men connected with the Illinois State Inspection Department who cannot be influenced against their duty in any manner, but it is not easy for them to know whether or not the car inspectors, the field workers, are at all times faithful and impartial unless complaints are made by shippers or their agents. When grain is sold direct to the buyers in the central market the shipper has no agent and is too far away to complain himself, consequently the unsatisfactory inspections are accepted with perhaps a kick or two in the air.

The field inspectors of grain must know this situation, and also that if complaints are made and with cause a guilty intention on their part could not be proven beyond a reasonable doubt of mistaken judgment. Under such circumstances, with something to gain and nothing to lose, the field inspectors, who working in dirt and storm, have manhood enough to resist corrupting influences and do their duty to the public in this boodling age are worthy of employment where such fidelity would be more suitably rewarded. Then on the supposition that car inspectors are honest, they know that much of the grain inspected by them is bought by local elevator men direct of country dealers, and that the former would only complain of high inspections, which if continued might endanger their positions, while the latter are debarred by distance and time from complaining at all. Some inspectors might bend to such conditions while resenting more direct influences.

I do not know that any local track buying firm or corporation has ever even attempted to unduly influence the field inspectors of grain, but I have shown the possibilities of gain and the

small risks of exposure; the elastic conscience of large corporations when dealing with political bodies and the weakness of human hearts when struggling with temptation and avarice and perhaps with poverty are common knowledge. But that the inspection of grain in this market has been unduly influenced, either by track buyers or by existing conditions, or that the Inspection Department has drifted from its regulations is evident by the figures here presented. The period of review taken of the inspection of grain is the years 1890 to 1898 inclusive.

In 1890 the grades of spring wheat (exclusive of white) were Nos. 1 and 2 hard, and Nos. 1, 2, 3 and 4. In 1891 the grade of No. 1 northern was substituted for Nos. 1 and 2 hard, and in September, 1898, the grade of No. 2 northern was added, but otherwise there has been no change in grades and no material change in their wording. The rule as established by the Illinois State Railroad and Warehouse Commission requires that No. 1 spring wheat "Shall be sound, plump and well cleaned," and that No. 2 spring "Shall be sound, reasonably clean, and of good milling quality." According to records of inspections furnished the Secretary of the Board of Trade by the Department, only three cars of "Sound, plump and well cleaned" spring wheat have been received in nine years, and none since 1891. Unfortunately the Department makes no distinction in its published reports between cars of grain inspected from the country and from local cleaning houses, and as the contract grades of wheat have at times been in great demand for speculative purposes, and low grades at all times for cleaning and mixing, many cars have been inspected out of cleaning houses as No. 1 northern and Nos. 2 and 3 spring that were graded lower when the wheat was received from the country. The practice by the Department of recording and publishing inspections of grain from local cleaning houses with country receipts excites suspicion that it is done for the purpose of evening up irregularities in the inspections of the latter. With just as much reason the Department could include with country receipts car loads inspected out of elevators for eastern shipment.

But taking the inspections of car loads as furnished, only 2.58 per cent graded No. 2 spring in 1898, compared with 52.43 per cent in 1894, and an average for the nine years under review including 1898 of 28.36 per cent.

In 1898, 67.02 per cent of the cars of spring wheat (exclusive of white) graded No. 3, as against 40.60 per cent in 1894, and an average of 54.87 per cent for nine years. That is to say, only 2.58 per cent of spring wheat received in 1898 was "Sound, reasonably clean, and of good milling quality," while 67.02 per cent was "Inferior, shrunken or dirty." And if all the wheat turned out of local cleaning houses that was graded higher than No. 2 spring should be added the percentage of No. 2 or better would still be far below the average for nine years. In considering the decadence thus shown in the inspection of wheat the greatly improved facilities in country elevators for cleaning and grading should be remembered, as well as the increased activity of local cleaners and all the choice wheat

brought here from the Northwest in 1897 and 1898 to protect speculative sales.

Deterioration shows all through the records of corn inspection for nine years. The quantity of No. 2 received in 1898 was the smallest in proportion to total receipts of any year in the period under review with one exception, and 11.96 per cent below the average, while the quantity of No. 3 was 7.91 per cent over the average. As stated, track bids usually sent to country dealers for corn are for No. 3 or better, and with this in mind it is not strange that the quantity of better decreased, and that the quantity of No. 4 should be 3.47 per cent larger in 1898 than the average for nine years, 5.88 per cent larger than the average for six years, and the largest of any year in the period of review with one exception, that being 1892 when the immature crop of 1891 was largely marketed. According to the record, only two cars of "Yellow, sound, dry, plump and well cleaned" corn were found in the 390,472 cars of yellow received in nine years, and none since 1890. In the last nine years 694,032 cars of mixed corn have been received and yet in all this great number not a car of "Choice quality, sound, dry and well cleaned" corn could be found by the Inspection Department, while nearly half were branded unsound but reasonably dry and reasonably clean.

From 1890 to 1897 the grades of oats established by the State Railroad and Warehouse Commission (except white clipped) were Nos. 1, 2 and 3, and Nos. 1, 2 and 3 white. Late in 1897 the grades of No. 4 and No. 4 white were added, presumably to level down the congestion in the grades of No. 3 and No. 3 whites, because oats were so poor in the judgment of the Inspection Department, or for some other reason, relief could not be had by leveling up. The only difference between No. 1 oats and No. 1 white, according to the rule, is the latter must be white; both kinds must be "Sound, clean, and reasonably free from other grain." The only difference between other grades of mixed and the same grades of white is the latter must be seven-eighths white. Both No. 2 and No. 2 white oats, according to the rule, must be "Sweet," not sound, "reasonably clean and reasonably free from other grain." These qualifications for grading are not unreasonable in a great market like Chicago to which are directly tributary the crops of the most important oat states, and yet the record of inspections shows that in 437,121 cars of white oats received in the last nine years, all at least seven-eighths white, only 34 cars were "White, sound, clean and reasonably free from other grain." But the great surprise, disclosed by examination of the inspection record, is that none of the great states from which Chicago receives oats, the climate and soil of which are unequalled for the purpose anywhere on earth, has in the last three years produced oats in any considerable quantity that were even "Sweet, reasonably clean, and reasonably free from other grain." According to the records furnished by the Inspection Department, only 3.36 per cent of the white oats received in 1898 graded No. 2 white, as against 8.25 per cent in 1897, 19.08 per cent in 1896, 53.35 per cent in 1895, 56.25 per cent in 1894, and an average of 30.93 per cent for nine years.

The rule specifies that No. 2 white oats must be sweet. If they are not sweet they must be sour or musty in some degree, for there is no middle ground. Consequently, if the rule was interpreted rightly, 80.50 per cent of the white oats received in 1898 were either sour, musty, unreasonably dirty, or unreasonably mixed with other grain, and 16 per cent were No. 4 white and positively bad.

Until I commenced examining the records of the State Grain Inspection Department it was my belief that this country was the greatest and best on earth for producing grain, both as regards quality and quantity, but if the records of the State Inspection Department are to be taken as the measure of excellence it must be one of the poorest for quality. If this country cannot produce as good grain as formerly, then it is high time that the grades were adjusted to other levels. But it is not even presumable that the quality of all the wheat, corn and oats raised in all the great territory tributary to Chicago has uniformly deteriorated in the last few years, especially in the last five, as shown by the inspection records. Crops are often poor in localities, but never all over the great West in one season. The rules of inspection have not been changed materially in nine years, so it is evident that either the rules are differently interpreted, or the grain received is not as good as it used to be. The latter, as stated, is not presumable, consequently the former must be true; and if true, what was the influence that caused the change? In order to determine this it is first necessary to find a beneficiary. Certainly, farmers who produced grain and country dealers who sold it to local track buyers were not benefited by low inspections when it was received here, nor the eastern buyers, because as a rule they never know them.

Considering all this and all that has been said against the practice, it seems most strange that country dealers should continue to sell grain on track to Chicago elevator men and for the only reason, as they say, "We then know what we are doing." But do they always know what they are doing, when they sell on track? Yours truly, E. W. Burdick, Chicago, Feb. 21, 1899.

THE FARMER HAS THE ADVANTAGE.

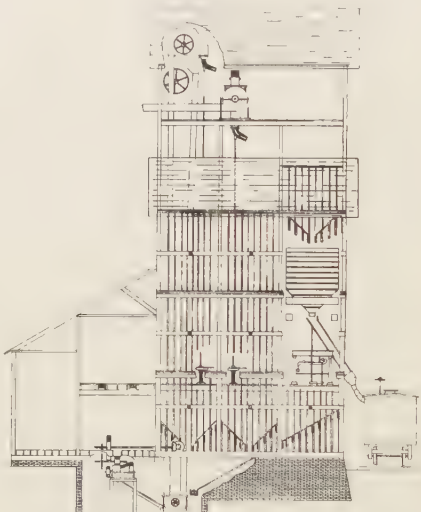
Grain Dealers Journal: As long as our elevator has been in operation here we have never made it a practice to advance money to grain growers, it matters not who it is. We think it poor policy to do anything of the kind, because we know the farmer has the advantage over the dealer too much now, and seeks to dispose of his crop at his own price, and succeeds in most cases, because competition among grain dealers is too great. If the dealer could buy grain on time, like the farmer buys his machinery, and not know the difference between time and eternity, there would be more fair play.

This puts me in mind of my neighbor grain dealer, who also deals in implements. He sold a farmer a grass mower last June. Finally he made up his mind to collect the bill and drove out to see him. The wrangle took up considerable time, but the grain dealer,

or would-be implement dealer, at length consented to accept a load of "wild-oaty" barley at 45½ cents per bushel, ½ cent more than the top market, in payment for the \$35 mower. In the first place the dealer sold the machine \$5 cheaper than other dealers do; in the second he paid ½ cent more for his barley, and in the third he cleaned out about 4 pounds to the bushel. This is the same thing as advancing farmers money on grain. J. J. Litcher, Manager Farrar, Gage & Co., Lewiston, Minn.

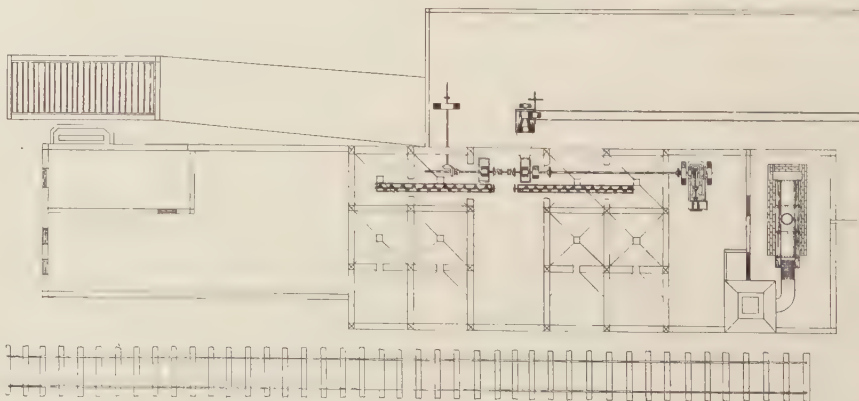
THE NEW ELEVATOR AT EDINBURG, ILL.

The many inquiries and reports received at this office recently indicate that many old elevators will be overhauled and improved during 1899 and



New Elevator at Edinburg, Ill.—End Elevation.

that more new elevators will be built than for some years past. Those who are thinking of building will find the plans illustrated herewith to represent a modern house complete in every detail. It is designed to withstand every



New Elevator at Edinburg, Ill.—Ground Plan.

strain to which a grain storehouse is subjected. It is arranged to economize labor and power needed to operate it and the space is utilized to the best advantage.

The elevator was built for Brownback & Wacker of Edinburg, Ill., by the Union Iron Works of Decatur. The main part has a storage capacity of 40,000 bushels, and the ear corn crib ad-

joining, which is 24x120 feet, has capacity for storing 35,000 bushels. The house is located in a good corn growing section and will be operated by steam power, a 25 h. p. engine and a 40 h. p. boiler being used.

The elevator is equipped with a No. 2 Western Sheller and Cleaner, a No. 4 Invincible Separator and a 500 bushel hopper scale, which is so located beneath the shipping bins as to permit spouting direct to cars. Two large stands of elevators complete the equipment.

The passage from driveway runs through the building to the front where the indicator stands, scale beam and levers to all bins are located. This arrangement enables the operator to do all the work from this floor, and makes it unnecessary to go above except to oil the machinery, thus making it a convenient house to operate. The construction of the building and the placing of the machinery was superintended by Mr. G. W. Morris, who has made a specialty of Western machinery for years. Like all other elevators planned and built by this company, this one is giving entire satisfaction to the owners and operators.

THE WHEAT BULL'S BURDEN.

C. A. King & Co., in their daily circular credit an Indiana friend with writing the following:

"Our Kipling Number 2 has been reading his god-fathers 'White Man's Burden.' It has evidently affected his mind, for when we wakened him one cold morning he was in the throes of nightmare, and was chanting in his delirium. We enclose herewith all that was audible. We think that the part which we could not understand was much finer sentiment and more perfect rhythm, but 'tis ever thus—the finest gems are most completely hidden.

Take up the wheat bull's burden,
Delay not in the strife;
The bear is out of season—
Has slipped a cog in life.
Drive up your lusty cattle,
Big bulls in every flock;
Big prices for the farmer
Till all the wheat's in shock.

Take up the wheat bull's burden,
It's joy to every home.
Keep pace with prosperous markets
And sunshine's sure to come.
Whoop up the prices heavenward,
And stifle not the flow
Of Andalusian blessings.
When wheat is 'on the go.' "

The Arkansas Central will complete the extension from Charleston to Paris, Ark., a distance of 18 miles.

ASKED AND ANSWERED

IS BANK LIABLE FOR FORGED BILL OF LADING.

Grain Dealers Journal: We have had some sad experiences with forged bills of lading on which we have paid drafts, and would be pleased to learn from other dealers their experience and opinions upon the responsibility of the bank which gave them currency. A shipper forged a bill of lading, attached it to a draft for \$300 and negotiated the draft at his bank in the regular way. The draft was drawn at sight and payable to his bank. The draft was indorsed by his bank payable to one of its correspondents, or in other words, some foreign bank. Our bank here received the draft with bill of lading attached, and presented it to us. We paid it. Later we discovered that the bill of lading was a forgery. We want to determine whether or not the banks interested in the collection of the above draft are liable.

at one of my stations by a dealer who operates an elevator at a nearby town. He comes into my market only when the movement of grain to market is active. At another station where I have an office, scales, and keep a buyer continuously throughout the year, I am caused much trouble by a farmer who ships now and then for the growers. Iowa.

CHARGES FOR HANDLING AND STORING GRAIN.

In reply to the query published in the last number of the Grain Dealers Journal, we have secured the following answers:

D. K. Unsicker Grain Co., Wright, Ia.: We charge 1 cent for cleaning and $1\frac{1}{4}$ cents for elevating and loading.

O. T. Hulburt & Co., Osceola, Ia.: For cleaning grain we charge $\frac{1}{2}$ cent per bushel. We do not store for others and do not elevate and load into cars.

H. Work & Co., Ellsworth, Kan.: Our charge for storing grain is 1 cent per

with blanket policy. Our special rate sheets on grain for winter storage is as follows: Until further notice, on all sound grain, our elevating charges, including storage for ten days or any part thereof, are one-half of a cent per bushel, and for each succeeding ten days or any part thereof, a storage charge of one-fourth of a cent a bushel. We are making the following low rates for storage of grain of all grades excepting No. 4 corn. For winter storage (exclusive of elevating charges) from Sept. 1, 1898, to May 5, 1899, inclusive, the same as the summer rate, except in cases where storage has accumulated as follows: On and after September 1, 1898, $2\frac{3}{4}$ cents a bushel; October 1, $2\frac{1}{2}$ cents; November 1, $2\frac{1}{4}$ cents; December 1, 2 cents; after which there will be no further storage charge until and including May 5, 1899.

La Rose Grain Co., La Rose, Ill.: We charge $\frac{1}{4}$ cent per month storage and insurance, and allow farmers to sell when they please. We ask 4 per cent interest when we advance money on stored grain.

Spencer Grain Co., Spencer, Ia.: We only issue storage receipts or tickets in the state of Dakota, at $\frac{1}{2}$ cent per bushel for each 30 days. We do no cleaning, or elevating and loading cars for others, and therefore have no fixed charges.

CROP OF 1898 IN ILLINOIS.

In his statistical report, just issued, W. C. Garrard, secretary of the State Board of Agriculture, states that the quality of the 1898 corn crop is but 79 per cent of an average. The season was very unfavorable for gathering corn, a great deal of rain falling before it was harvested or while still in the field, with the result that much of it rotted or moulded, and in some instances it sprouted in the shock. Fodder in some counties is nearly worthless. In many localities the grain is light and chaffy. In Ford county the rotten corn has been used as fuel by some farmers, who find it burns well. The acreage, 6,943,992, is somewhat smaller than in 1897, but larger than in any other year since 1889. The total crop is 215,222,825 bushels.

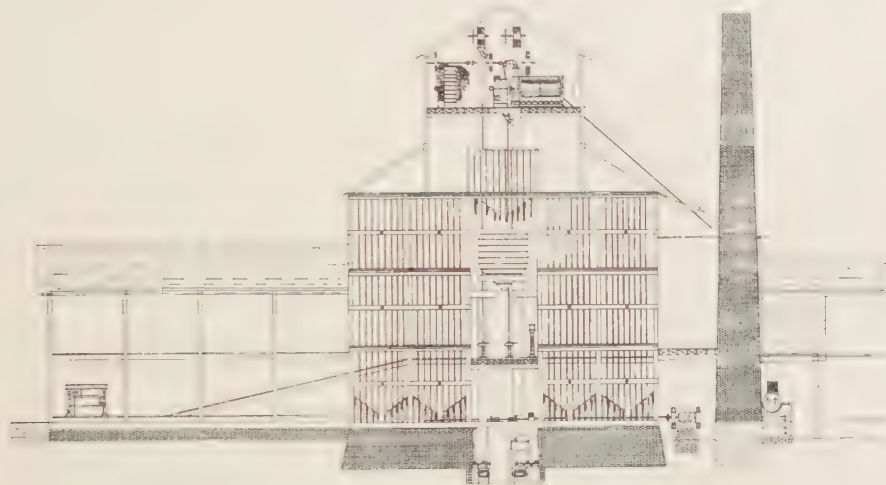
Buckwheat made a crop of 34,724 bushels, the smallest harvested in Illinois since 1887. The area was only 2,789 acres and the yield below the average.

Timothy, in common with other seed crops, recorded a deficit for the year. The crop was 116,356 bushels.

Of clover seed not much more than half as much as in 1897 was grown, the total crop aggregating 108,764 bushels. Of hungarian and millet seed the state produced 58,249 bushels.

The usual acreage was devoted to castor beans in the southern part of the state, the total crop being 67,954 bushels and the yield 9 bushels per acre. Other beans yielded 12 bushels per acre, and a total of 19,000 bushels.

Country grain dealers should encourage farmers to sow improved seed. Get the best you can, and keep it on sale. It is an established fact that crops deteriorate unless seed from distant localities is imported. Also, offer to clean grain for farmers who have not the facilities.



New Elevator at Edinburg, Ill.—Side Elevation.

It appears to us that the bank originating such a draft should know positively that the property existed. We located and realized upon different property owned by the forger, thus recovering one-half our loss. Can we collect the amount of our loss from the bank which indorsed the draft? Buckeye.

WHO IS REGULAR?

Grain Dealers Journal: What is a regular grain dealer as considered by the trade or as defined by the different grain dealers' associations? Must a grain dealer own and operate an elevator or grain warehouse at a station to be considered a regular dealer there? If a dealer operates an elevator continuously at one station, can he buy and load from wagons at nearby stations, without investing in any more storage and handling facilities, and be considered regular at those stations? How long must a dealer, who provides no storage facilities, be engaged continuously in buying and shipping grain at a station in order to be considered a regular grain dealer there? Anyone who can give me the practice of the associations or will give me his own opinion will confer a great favor. I have been given a world of trouble

bushel for the first four months and $\frac{1}{2}$ cent per bushel for each additional month, we paying all insurance charges. We do not clean for others, nor do we do any elevating or loading into cars for others.

Studabaker, Sale & Co., Bluffton, Ind.: We charge our farmers for storing grain 1 cent per bushel per month, which covers fire insurance. We pay for the grain if it is destroyed. We require all stored grain to be sold on the first day of June each year if not before. We neither clean grain nor elevate or load it for other people, all our houses being private warehouses. We prefer to buy everything on the grade and clean it for our own benefit when necessary.

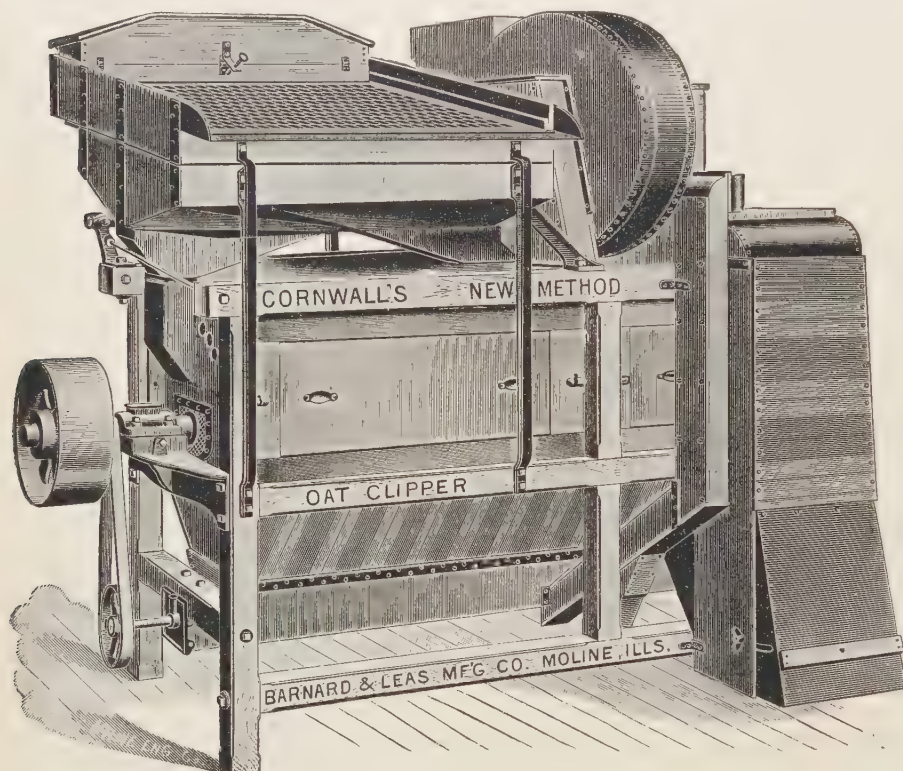
A. W. Boardman, secretary East Side Iron Elevator Co., Toledo, O.: Our charge for elevating is $\frac{1}{2}$ cent a bushel, for cleaning $\frac{1}{2}$ cent a bushel, the elevator buying the screenings. For loading we charge 50 cents a car on all grain except oats, for which we charge \$1. Storage charges are $\frac{1}{4}$ of a cent for every ten days or fraction, except for the first ten days, which is free. Our elevators being built of steel, the rate of insurance is only $\frac{1}{2}$ of one per cent and grain men storing with us do not need to carry any insurance, as we cover it

CORNWALL'S NEW METHOD OAT CLIPPER.

Since the discovery of the process of clipping oats, this industry has grown most rapidly until now it gives employment to a large number of men. Now there is to be found at nearly every grain center one or more elevators used exclusively for the clipping of oats. Country elevator men also recognize the fact that if they improve the weight and grade of their oats before shipping them they will realize more than if they had shipped them in their natural condition, and they are going into the clipping business. To meet the increas-

A new feature of this machine is a counter-balanced shoe, which does not shake the machine. It has a large screen through which the grain passes, and a cockle or seed screen over which it passes, this insures the grain receiving a good cleaning before it is scoured. The seeds, which pass through the seed screen, are made to pass through a little air separating trunk which removes all the dust and draws it into the fan, while the seeds are discharged from the machine clean of impurities.

Another feature of the machine is that the air separations are controlled by valves, and the area of the bottom of the large separating trunk, where the



Cornwall's New Method Oat Clipper.

ing demand, the New Method Oat Clipper, illustrated herewith, has been built. This machine is the result of many years of experience, and study of the principles and methods of clipping and scouring oats and other grains.

The New Method Oat Clipper is well adapted to the wants of shippers, as it can be operated as a light or hard scourer at the will of the operator, and this can be effected while the machine is in operation. The machine has an unusually large scouring cylinder and is well ventilated. The scouring and clipping is accomplished by scouring blades instead of a scouring case, and thus the breaking and hulling of the grain is prevented. By the peculiar arrangement of the suction the scourings are taken direct to the fan and not discharged into the building. This feature of the machine permits less dust to be deposited in the building, and thereby helps reduce the fire hazard.

The weighing parts are of hard cast iron, and very durable. They are so constructed that they can be easily removed when worn, and new parts substituted in a few minutes, as every casting is numbered.

grain leaves the machine, can be enlarged at the will of the operator. These machines are made in four different sizes, with capacity ranging from 150 bushels to 1,500 bushels per hour. Any further information regarding this machine can be obtained from the makers, the Barnard & Leas Mfg. Co., of Moline, Ill.

BOOKS RECEIVED.

THE RED BOOK, compiled by Howard, Bartels & Co., of Chicago, is replete with statistics relating to the crops, imports and exports of the principal countries and the prices of grain and provisions in the principal markets of the world. A record of the daily inspection of grain and flaxseed, and the daily movement of flour, grain, hog products, live hogs and flaxseed at Chicago, during 1898, is given. The record of prices is most complete, going back as far as forty years and including several commodities. For 1898 the high and low price each day is given, of cash and future wheat, corn, oats, rye, barley, flaxseed, mess pork, lard, short rib sides and live hogs at Chicago.

SUITS AND DECISIONS

The purchaser can not recover back money advanced on a contract if the seller is ready and willing to perform on his part all the stipulations of agreement. *Walter vs. Reed*, Supreme Court of Nebraska, 152 N. W. Rep. 684.

E. F. Osborne has lost his suit against the Short Risk Grain Indemnity Co., Minneapolis, Judge Brooks deciding that the concern is not insolvent and that there is nothing in the articles of incorporation to show that it has any unlawful purpose.

Sylvester Strong, a grain commission dealer of Minneapolis, has brought suit against the Farmers' Co-operative Association of North Bend, Neb., to recover \$351 on account of commissions and advances on wheat sold. It may console Mr. Strong to know that he is not the only one who has suffered loss by dealing with irregular shippers.

In the suit of Emil Lund's estate against the E. S. Woodworth & Co., of Minneapolis, the supreme court has given a decision in favor of plaintiff. Deceased was employed in the Woodworth elevator and entered a bin of bran contrary to orders and was smothered. The verdict against Woodworth & Co. will be satisfied by an indemnity insurance company.

The Miller Grain & Elevator Company of East St. Louis, Ill., has filed suit in the United States district court against the Cumberland Dispatch for \$5,000, alleged to have been the loss the plaintiffs incurred from a delay in the shipment of wheat. Shippers have won suits brought for losses due to delay before and it is to be hoped the plaintiff in this case will win.

The decision of the lower court in the case of George H. Partridge, trustee, against the Minnesota & Dakota Elevator Co., has been reversed by the supreme court, which decides in favor of defendant that a purchaser of chattels from the mortgagor, upon which there is a mortgage, takes title if the sale was made with the consent of the mortgagee. Such consent need not be in writing.

The Kentucky court of appeals, in a suit against the Mobile & Ohio Railroad, has held that the connecting line is the agent of the receiving line, and that the provision in the contract against the liability of the receiving line for the loss caused by the agent is against public policy and void, and that the receiving line is liable to the shipper, with the right to recover from the connecting line that is shown to have caused the loss.

F. A. Farmer, of the Kansas City Board of Trade, has been denied an order of court restraining the Board from expelling him for his refusal to submit to arbitration his dispute with Perine Bros. The court said: "We have no doubt that where it is found by the proper authority of the association that a member engages in vexatious litigation in a spirit of insubordination, where he has not good cause to believe he will be sustained by the courts, he is amenable to the penalty prescribed by the board. But the mere institution of an action in the courts of the country cannot be made an offense, since such action may have for its object the prevention of the plainest injustice. It may

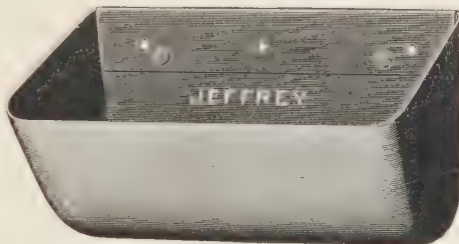
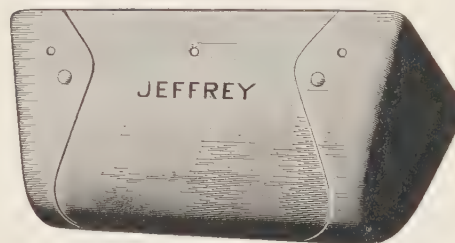
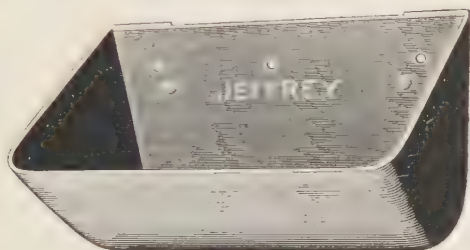
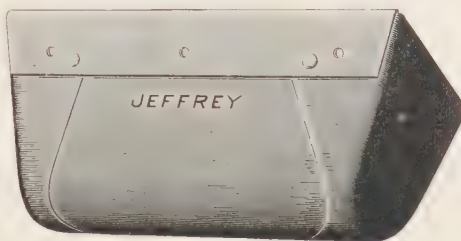
have for its purpose the thwarting of avowed and unconcealed malice. So, therefore, if the charge of bringing this or any other action against the association or its officers is to be investigated the inquiry should not be allowed to end merely with the fact that plaintiff instituted such actions, but it should extend to the cause for the action and to his purpose and bona fides."

The decision of the Minnesota supreme court on shortages in vessel cargoes is as follows: Cleveland Iron Mining Co., respondent, vs. Eastern Railway Co., of Minnesota, appellant. Syllabus: 1. At the request of defendant company, owning and managing a grain elevator at West Superior in the state of Wisconsin, the Minnesota state railroad and warehouse commission has furnished and maintained at said elevator a corps of inspectors and weighmasters, and by consent of all parties concerned the business of inspecting and weighing grain in and out have been conducted in accordance with the provisions of our laws, General Statutes 1894, sections 7645 to 7714 inclusive. Held, in action brought by a carrier of grain upon the lakes against defendant company to recover the value of the shortage on the weight of wheat loaded on its vessel out of said elevator

JEFFREY STANDARD ELEVATOR BUCKETS.

The Jeffrey Standard Elevator Bucket which has only recently been placed upon the market is attracting considerable attention from the trade. Its seamless corner, shoveled edge and rounded bottom and corners makes it a very desirable elevator bucket, especially when used for handling grain. This bucket is made of a single piece of steel, which when cut and shaped into form makes it a semi-seamless bucket, rigid and as near perfect as it can be made.

It is manufactured in two styles, the one known as a grain bucket, is reinforced at the back by an additional band, while the ore bucket is made of heavy steel and does not require the extra reinforcement. The grain type of



of nearly two per cent. that it is immaterial whether the parties interested when agreeing upon the weighmaster to weigh out the wheat, merely imported an umpire whose decision could only be impeached upon the ground of fraud or such gross mistakes in weight as would imply bad faith or a failure to exercise honest judgment, or introduce into their voluntary contract for an umpire the provisions of our grain laws, and thus selected an umpire whose decision was impeachable only when it was demonstrated by clear, strong and satisfactory evidence that a substantial mistake had been made in weighing. For in either event the evidence produced at the trial was sufficient to sustain the finding of facts and conclusion of law. 2. Where it is established upon the trial that there was a deficiency of almost two per cent, 1,502 bushels, in a shipment of wheat in one vessel intended to be of 81,000 bushels, as a matter of law it must be held that the error was either fraudulent or was so gross as to imply bad faith or a failure on the part of the umpire, weigher, to exercise an honest judgment when weighing out. 3. Held, further, the question of negligence of plaintiff carrier when receiving the wheat on board which contributed to the error in weighing is not before the court for review on record. Collins, J.

A. J. Godby, with Gill & Fisher, grain dealers of Baltimore, Md., is home again from his visit to New Orleans.

serving their interests by securing the Jeffrey's latest catalogue and prices.

THEY SAY.

J. S. Lord, Ogden, Ia.: I like the Journal.

Wm. H. Bean & Son, Howe, Tex.: We are very much pleased with the Journal.

Peter Plein, Menahga, Minn.: I could not keep posted without the Grain Dealers' Journal.

Threlkeld & Blessing, Jeffersonville, O.: We find the Journal of great benefit, and would not do without it.

Frank Thoms & Co., Minburn, Ia.: We failed to get a copy of your last issue. Can't get along without it.

F. Mayer, of J. F. Zahm & Co., Toledo, O.: Trust the circulation of the Grain Dealers Journal is increasing. I read it very carefully and like it very much.

Ferguson & McGinnis, New Orleans, La.: We find a vast amount of good and useful information in the Grain Dealers Journal, and feel that we cannot be without it.

A. S. Clutter, Lima, O.: Allow me to say that you have made the Grain Dealers Journal a better paper than I ever expected you would, or in fact, that could be made out of it.

B. B. Minor, Indianapolis, Ind.: I hope the day will come in the not distant future when the Grain Dealers' Journal will be in the hands of every grain dealer in the middle western states.

Badwin & Elliott, West Liberty, O.: We think the Grain Dealers Journal a "cracker-jack," as it devotes its attention exclusively to grain dealers who have elevators and all necessary equipments to conduct the business in a business way.

Southworth & Co., grain and seeds, Toledo, O.: "We find the advertisement has brought in a great number of inquiries from the trade in almost every locality and from dealers who, up to the present time, we have not had on our lists. It is a very great pleasure to care for the expense of such an advertisement in your paper when we can easily realize the benefit derived from it."

Charles D. Jones, manager grain department, Shanks, Phillips & Co., Memphis, Tenn.: This list of regular grain dealers of Illinois fills a long-felt want in our business, and no doubt the same thing can be said by almost every wholesale grain dealer in the country. This certainly shows a very progressive spirit in your company, which of itself should gain you the good will of the grain dealers throughout the country, even if the Grain Dealers Journal were not the most meritorious paper of its kind.

bucket is made in all sizes from 2" up to 10" projection and in any length desired, while the ore type of bucket is made in sizes ranging from 4" projection to 7" projection and in any length desired.

Mill and grain men, in fact all users of buckets will recognize the especially desirable features of this bucket at a glance. They are made in modified forms to suit the various requirements. For instance these buckets are made with perforations, with sharp teeth for digging, with long backs, low fronts, with solid backs, in fact with almost any kind of an attachment desired. When desired, this type of bucket is made up in either brass, copper, zinc or tin.

The Jeffrey Manufacturing Company, of Columbus, Ohio, who is the manufacturer of these buckets, has facilities and capacity which enables it to supply buckets on short notice. It has a stock of over 100,000 which it keeps on hand, hence users of elevator buckets will be

REGULAR DEALERS OF IOWA.

Track buyers and receivers complain that they have no means of determining what shippers are regular and who are irregular, hence often, unwittingly and against their own wishes, do the regular established dealers great injustice and encourage the irregular shippers. Experience has taught the track buyers and receivers that it is directly against their own interests, as well as the interests of the regular established country buyers, to do business with or encourage irregular or transient shippers, who have no property investment, hence cannot be considered responsible or reliable. These scoop shovel loaders trick terminal buyers and receivers as often as they do the farmers and then disappear.

To assist the terminal dealers and receivers in distinguishing the regular from the irregular dealers, many regular dealers have sent the Grain Dealers Journal a list of the regular dealers engaged in the grain business at their own and nearby stations together with the capacities of their elevators. The Illinois list was published in installments to permit regular dealers to correct errors and omissions, and afterwards was published in pamphlet form. We will do likewise with the names of those regularly engaged in the grain business in Iowa, and afterwards of other states.

Regular grain dealers will confer a great favor upon terminal dealers and receivers and materially advance their own interests by sending us the names of firms regularly engaged in the grain business at their own and nearby stations, together with a statement regarding the capacity and kind of a grain house operated by each and the railroad upon which it is located. If any errors or omissions occur in the lists as published from time to time we beg that the regular dealers will kindly send us corrections.

Abbott, Ia.—John Leverton, eltr.
Ackley, Ia.—The J. A. Carton Co., eltr; Andrew Rath, eltr; John Lush, eltr.
Adel, Ia.—C. Byers, eltr; Spencer Smith, eltr.
Afton, Ia.—Garrison & Son.
Akron, Ia.—Fields & Slaughter Co.; Hopkins & Co.; Hunting Elevator Co.; McCorkle & Co.; T. McMichael & Son; D. Ross Co.
Albia, Ia.—Dell H. Duncan, eltr, 15 M.
Alburnett, Ia.—G. B. Gitchell Son.
Alden, Ia.—Peter Taylor, eltr; Simpson & Cousine, eltr.
Alexander, Ia.—J. W. Sylvester, eltr.
Allerton, Ia.—Phillips & Morgan.
Allison, Ia.—D. B. Downey.
Alta, Ia.—J. W. Slutz, eltr, 50 M; N. C. Wilkinson, eltr, 10 M.
Altavista, Ia.—Gilchrist & Co.; Interstate Grain Co.
Alton, Ia.—F. H. Peavey & Co., eltr, 15 M; Interstate Elevator Co., eltr, 12 M; F. M. Slagle & Co., eltr, 20 M; Alton Mill Co., eltr, 40 M.
Altoona, Ia.—T. E. Haines, eltr.
Alvord, Ia.—Rufus Ames; St. Paul & Kansas City Grain Co.; D. H. Stuhr Grain Co.
Ames, Ia.—B. A. Lockwood Grain Co.
Anamosa, Ia.—C. L. Niles.
Angus, Ia.—A. J. Leake, eltr, 30 M.
Anita, Ia.—M. Percy; J. Irving; William J. Weston; Douglas Young.
Anthon, Ia.—F. M. Coney; White & Cline.

Applington, Ia.—Weiss & Klengenborg.
Arcadia, Ia.—C. Erp; Hoch, Rottler & Pruter.
Archer, Ia.—E. J. Edmunds & Co., eltr.
Arion, Ia.—L. C. Butler; St. Paul & Kansas City Grain Co.
Arlington, Ia.—Dempster & Deming; N. C. Lawrence.
Armstrong, Ia.—Fleming Bros., eltr, 15 M; L. L. Lawrence, eltr, 20 M; H. J. Ries, eltr.
Ashton, Ia.—Boor & Co.
Ashton, Ia.—O. A. Olson, eltr, 3 M.
Aspinwall, Ia.—M. Schacht.
Atalissa, Ia.—V. R. Rowe, eltr.
Atlantic, Ia.—F. W. Bruington; Lee Prall; Southwick Bros.
Auburn, Ia.—F. R. Lintleman.
Audubon, Ia.—W. Burnside, eltr; H. Greensmuhl; M. Johnson & Co.; Johnson & Nelson; Thos. Musson & Son, eltr; Stuart Grain Co., eltr.
Aurelia, Ia.—Carrington, Hannah & Co.; Ruger R. Whitney; W. G. Whitney.
Aurora, Ia.—King & Smith.
Austinville, Ia.—H. Austin, eltr.
Avoca, Ia.—Hancock & Co.; Peter Wiese.
Badger, Ia.—Central Elevator Co.; P. R. Peterson.
Bagley, Ia.—O. P. Beale.
Bancroft, Ia.—Bedell & Co.; Joseph Murray; J. A. Winkel.
Barnes, Ia.—T. E. Harris & Co.
Bassett, Ia.—Hunting Elevator Co.
Batavia, Ia.—William Caldwell; John T. Copeland.
Battle Creek, Ia.—J. H. Schmidt.
Bayard, Ia.—Scott Horine; McDonald Bros. & Co.
Beaconfield, Ia.—M. A. Johnson.
Beaman, Ia.—B. B. Thomas, eltr, 30 M.
Medford, Ia.—Bedford Grain Co.; Switzer & Mayhor.
Belle Plaine, Ia.—G. C. Fanton, eltr.
Bellevue, Ia.—Schlatterer & Seaward; B. W. Seaward & Son.
Belmond, Ia.—Furseth & Co., Warehouse and Elevator; J. N. Johnson & Co., eltr; Richardson & Kaufman, eltr.
Beloit, Ia.—Spencer Grain Co.
Benton, Ia.—J. E. Bowen.
Bentonsport, Ia.—J. L. Mariott.
Berlin, Ia.—Ploog Bros., eltr, 15 M; H. B. Plett, eltr.
Bernard, Ia.—Charles F. Smyth.
Bevington, Ia.—B. Johnson.
Blairsburg, Ia.—J. Cox Bros.
Blairstown, Ia.—John F. Wernwag, eltr.
Blanchard, Ia.—J. Cole & Co., eltr.
Blencoe, Ia.—Cunningham & Grey.
Bloomfield, Ia.—A. J. McClure; Taylor Bros.
Bode, Ia.—Nelson & Erickson.
Bonapart, Ia.—J. R. Barnett.
Bondurant, Ia.—Bowen & Regur.
Boone, Ia.—Boone Mill & Elevator Co.
Bouton, Ia.—John P. O'Malley; Wm. Wolf, eltr, 15 M.
Boyd, Ia.—Interstate Grain Co.
Boyden, Ia.—Hunting Elevator Co., eltr, 20 M; Schoeneman Bros.; Spencer Grain Co., eltr, 20 M; L. N. Loomis, eltr, 20 M.
Braddyville, Ia.—Wm. M. Wells.
Bradgate, Ia.—F. H. Garity; Geo. De Groote; Northern Iowa Grain Co.
Brayton, Ia.—Worthington & Miller.
Breda, Ia.—Bruning Bros., eltr, 15 M.
Bridgewater, Ia.—John W. Sexton, eltr.

Brighton, Ia.—Bain & Reeder; W. R. Funston; L. I. Washburn.
Britt, Ia.—Central Elevator Co.; H. H. Pullen; Spencer Grain Co.; Webster & Sawyer.
Brooklyn, Ia.—F. J. Holmes & Son; Light & Harris.
Bryant, Ia.—Millhaem Bros.
Buffalo Center, Ia.—W. H. Davis; Dy-sart Grain Co., eltr, 30 M; Frebel & Stoner, eltr, 25 M; Livermore Bros., eltr, 20 M.
Burchinal, Ia.—M. Croll & Sons.
Burdette, Ia.—Buell & Bordwell.
Burlington, Ia.—V. M. Bullock & Co.; N. J.; Burt & Co.; Derby Mill Elevator Co.;
Burt, Ia.—Jesse Bussey & Son.
Bussey, Ia.—Jesse Buessey & Son.
Buck Grove, Ia.—Mr. Johnson, eltr, 8 M.

PATENTS GRANTED

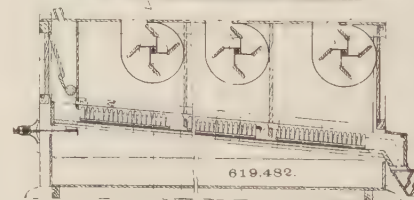
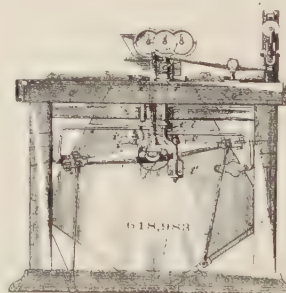
Albert F. Davis, of Rutland, Vt., has been granted letters patent No. 619,012 on a grinding mill.

George F. Bartlett and Gustave A. Overstrom, of Parrot, Mont., have been granted letters patent No. 619,463 on a belt conveyor and distributor.

James Higginbottom, of Liverpool, Eng., has been granted letters patent No. 619,482 (see cut) on a process of separating granular materials.

Charles R. Alsop, of Middletown, Conn., has been granted letters patent No. 618,972, on a gas engine and assigned one-half to George A. Coles, of same place.

Joseph M. Schutz, of Minneapolis, Minn., has been granted letters patent Nos. 619,353 and 619,354 on a separator and grinding mill, and assigned some to the Schultz-O'Neil Co., of Minneapolis.



Julian Doriot, of Bluffton, Ohio, has been granted letters patent No. 618,983 (see cut) on a grain or flour scale. This grain scale consists principally of a grain receptacle, having a valve for alternately controlling the feeding of the grain to its compartment, and gates for similarly controlling the discharge of the contents of the compartments, a counterpoise or scale beam, a register supported from the receptacle, and the push bar or rod adapted to actuate the register.

AN OLD GRAIN MAN GONE.

The death of Mr. Charles Reid, senior member of the firm of Charles Reid & Sons, Norfolk, Va., occurred Jan. 17, 1899, in the ninety-ninth year of his age. Mr. Reid was born in Scotland in 1800 and the following year his parents moved to this country. In 1821 he entered the grocery business which he continued alone until 1834, when the firm of Chas. and George Reid was formed.

Later he was a member of the firm of Robert Soutter & Co., later the firm was changed to Reid & Soutter and in 1866, six years after the death of Mr. Soutter, the firm was changed to Charles Reid & Son, his son George C. Reid becoming a partner, and in 1888



Charles Reid, Norfolk, Va.

another son, J. T. S. Reid, was admitted to the firm, the name of which was then changed to Charles Reid & Sons. The firm did a good export business dealing in grain, hay and staves.

Up to the time of his death Mr. Reid was in full possession of his mental faculties, and was very active in the affairs of the firm. Mr. Reid was a man who was highly respected by all who knew him, and during his life held many places of trust and honor. The business of the firm will be carried on by the surviving partners, George C. Reid and James T. S. Reid under the style of Charles Reid's Sons. Arrangements have been made with J. Gray Reid by which in the future he will have management of the grain and hay department. We are indebted to The Barrel and Box of Louisville, Ky., for the engraving of Mr. Reid.

Col. John C. Legg, of J. C. Legg & Co., grain commission dealers, Baltimore, Md., has returned from a tour in Florida.

The floating grain elevator Columbia, owned by the International Grain Elevating Co., was burned to the water's edge Feb. 20, and now lies on the flats at Hoboken, N. J., a total loss. No grain was burned. Loss, \$200,000.

OUR DUTY TO OUR ASSOCIATION.

(A Paper Read Before the Kansas Grain Dealers' Association by L. Cortelyou, Muscotah, Kan.)

This magic word, Duty, should fill a very important place in the consideration of our relations with each other and as members of our association. It is so easy to be able to see what is the duty of others, but when we consider our own duties we are often willful blind. Should we be like the physician, able to heal others and not ourselves? No, let us first perform the duty we owe ourselves, and our association, and then we can hope to point the way to others. Before we criticize others, let us first criticize ourselves.

Only two years ago this association was first organized, and at our meeting here just one year ago with a total membership of about one hundred and sixty, our secretary prophesied we should have four hundred members before the end of 1898. Did we believe this? I am free to say that while I hoped it would be so, still I doubted it. I am surprised at our wonderful growth and success. How many empires have existed that rose, flourished for a time, and then fell into decay? This has been a matter of history; and shall it be our history? Shall our association meet with a like fate? We hope and believe not.

We have arisen from the smallest beginning until we are really astonished ourselves, at the extent of our power and the glory of our success, and shall today be the turning point that leads on the downward road to decay and disintegration or is it only one of the mile stones that mark the way to a still greater success and to the enlarging of the scope of our power for good as an association? Gentlemen! this lies only and altogether with the members of this association. You may elect whom you will as your officers and they may give as much of their time and energy as they will, or are capable of, yet the measure of success that will attend the association through this and the coming years is just as full as the members will make it. It lies in your power and yours alone to make it a still more glorious success. Let each one ask, "What has the association done for me?" What has it done for the grain trade of the state of Kansas in its two years of existence? What is the country grain dealers' position in the trade as compared to that of two years ago? I ask you all to consider this well and looking back to that time may you realize one thing fully and that is that you are a debtor to this association. A debtor from the fact that through this association you now have a very much better state of affairs existing among yourselves and a more generous recognition abroad.

If this association has accomplished any good, has benefited its members, and you can't help but acknowledge it, then it is your creditor and you owe it something. In this way we are made debtors to the association. We are debtors, gentlemen, not only in money, which we are called upon to pay as dues to furnish 'Sineus of War' and which is but a small part of the debt, but we are debtors in a higher and a nobler sense. We have a duty to perform in our relations to our association and as long as that duty in any part remains unperformed we have failed to pay our debts. We can only pay this debt by duty done, as it appears or is shown to us and that promptly, cheerfully and fully. We know that our intentions are good, but these intentions are of no use to anyone unless carried into actions.

Now what do we owe in the way of duty to the association that we ought to pay? First, we owe a more complete and comprehensive way of doing our own business, ever remembering that this will better qualify us to be good members of the association. Many of us are careless in our business methods even to the verge of criminality. We ought to realize that we cannot do business except on business principles, and if these principles are not followed we cannot make our business a success. This development in business methods, we not only owe to ourselves but to our association and this very development makes us better business men, better citizens, and better members of the association. It is our duty to stand to, and abide by, all the laws, rules, and regulations of our association, not only in letter but in spirit. We all know there are certain implied rules that are to govern us in our association with each other and

which we should all follow. I refer to the methods of conducting our business as it relates to our competitors in our own town or in adjoining ones, and right in this line we can realize the good this association has already accomplished.

We owe a duty to the different lines of work carried on by our association, and it is our duty to do all we can to make these successful. In the success of the different lines of work, be they ever so trivial in our estimation, lies the secret of our success as an association. We are judged by what we accomplish and can accomplish nothing but by close attention to these things. This leads up to the most important line of work this association has ever undertaken. I refer to our check-weight system. The needs of this system, and the way in which many of our members have neglected their duty to this system, and the association is the keynote to this address of mine.

Our check-weight system has been a success, and I know you who have had any experience with it will acknowledge this. Yet there is much lacking, and the one most important thing lacking, it is in your power to give us. We have established this for the benefit of the shippers and yet the shippers are handicapping our work by failing to give us a little information. We have a record in our office in Kansas City of every car of grain checked since our Check-weight Bureau was organized, and that record is and always will be incomplete, unless we get the shippers' name and weight of contents of car. Remember, that when this part of the record is missing the very most important part of all is lacking. We are unable, for the lack of this little information, to establish the one thing we have started out to establish, and that is a comparison between the shippers, and the terminal weights. This record book of ours, if thus completed, is a very valuable one, and entirely worthless without. Cannot this be made one of our duties to the association and every one of us that ships a car of grain to Kansas City send a shipping notice to our office there. I wish you could realize how you are crippling the work of the association by not doing so.

Again, it is our duty to resist wrong just as much as it is to do right. If we are wronged by or in any market in the way of short weights, wrong inspection, or in any other matter, it is our duty, not to quietly submit to what we may deem to be the inevitable but to do all in our power to right the wrong. We will say we cannot do anything to correct the evil. Possibly not alone and if not then it is our duty to let others know so that they may avoid the same evil. If these things come up in our business let us advertise them through the secretary of our association and then if they cannot be corrected, they can at least be known and thereby avoided. This is surely a duty we owe.

We owe the duty of attendance at all meetings of our association as far as lies in our power. The business of the association naturally falls on a few, yet it is absolutely necessary that a majority of the members should sanction the acts of your officers and your attendance at our stated meetings is absolutely necessary. Do not shift the responsibility upon someone else, but let each and every one bear his own share of the burdens.

In the world's broad field of battle,
In the bivouac of life,
Be not like dumb driven cattle,
Be a hero in the strife.

Let us all be heroes, loyal and true to our association and its work, giving it our hearty support in all things so far as lies in our power. This is a summing up of our duty.

Shortly after the war a small child's paper was published, called the "Little Corporal." Its motto was, "Fighting against wrong, and for the good, the true, and the beautiful." Let us take this for our motto and if this paper of mine will raise the standard of duty in the minds of you members of this association it will have done its mission. As one of your officers who is more intimately connected and acquainted with the work and needs of the association than most of you, I will confidently predict for you a still greater degree of usefulness, and a more marked advance in prosperity than any you have yet experienced.

The spontaneous combustion of damp hay is attributed by M. Jean de Loverdo, to a microbe.

A STEEL STORAGE PLANT AT CHICAGO.

The inflammability of wood and the durability of iron have proved weighty arguments with prospective builders of grain storehouses and will continue to be so. The grain dealer about to build will ever be tempted to have his grain elevator or storehouse constructed of steel. Many improvements have been made during recent years in the steel storehouses, and the cost of construction materially reduced. The Wm. Graver Tank Works which has been engaged in manufacturing and building steel storage tanks for nearly forty years is prepared to duplicate any wooden elevator in steel.

One of the most compact, neat and convenient steel storage plants built by

forming a very compact as well as fire proof plant. Power is furnished by a 10 h. p. gasoline engine.

This plant could be doubled in size and made just as convenient by having three tanks erected on the opposite side of the track or by building more tanks behind those shown in the engraving. All could be operated by the same machinery and without additional expense for power or labor. The labor required to operate the plant is merely nominal and the cost for insurance is reduced to a minimum.

A GOOD PAINT FOR ELEVATORS.

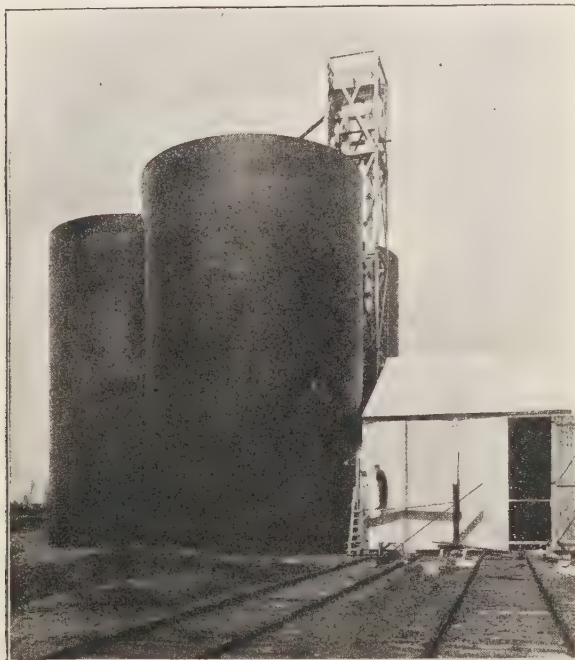
Perhaps no trade suffers so much from adulteration as the paint trade. Manufacturers of honest goods have no protection against unscrupulous chemists

expense would be incurred five times in ten years, making a total of \$200. To obtain the best results with graphite paint it is important to get the genuine article. It is supplied in four colors only, natural, olive green, dark red and black. It has been used by elevator men and others and given entire satisfaction.

THE SUPPLY TRADE

The National Weighing Machine Co. of New York is said to be forming a trust in automatic weighing machines.

The Weller Mfg. Co., 118-120 North ave., Chicago, will enlarge its plant to meet the demands of its increasing business.



R. H. Truitt's Steel Storage Plant at Chicago.

this firm is the three tank plant built for R. H. Truitt at 85th street and the Belt Line, Chicago, illustrated herewith. The plant consists of three steel tanks 30 feet in diameter and 50 feet high, built upon stone foundations. Each tank has a flat bottom, cone top and storage room for 33,000 bushels of grain.

In the car shed, which is covered with corrugated iron, beside the tanks are two tracks—a shipping and a receiving track. A power car puller is provided for placing the cars and power shovels for unloading the cars. After the grain has fallen into the receiving sink and run into the elevator boot it is elevated to the head, 20 feet above the top of the tanks, by a leg having an elevating capacity of 6,000 bushels per hour. The grain is spouted to either of the three tanks. Grain is received from the tanks by three 30-inch belt conveyors, which carry it to the elevator boot whence it is elevated and spouted to car.

The tanks are arranged in the form of a triangle and all machinery is encased in the space between them, thus

who compound paints and oils identically the same in appearance, the worthlessness of which is discovered only after use and exposure to the weather.

Experience seems to prove that for exposed metal surfaces no paint is superior to Dixon's Silica-Graphite. This is a pure mineral product, ground to an impalpable powder and thoroughly incorporated with genuine linseed oil. Its minute flakes adhere with the greatest tenacity to iron, steel and tin, forming a protective coating that defies rust. About ten years is the average life of the graphite paint, while common paints last only two or three years and a few crack and scale off in less than one year.

A comparison of the ultimate expense of protecting a roof for ten years with graphite paint in the one case and mineral paint in the other, is strikingly favorable to the former. Twenty gallons of graphite paint at \$1.25 cost \$25, and labor the same; total, \$50. Twenty gallons of mineral paint at 75 cents cost \$15, and labor \$25; total, \$40; but as the latter lasts only two years the same

John M. Ready has succeeded A. J. C. Foye in the management and charge of the New York office of the Joseph Dixon Crucible Co.

The Binghamton Gas Engine Co. of Binghamton, N. Y., has been incorporated with a capital stock of \$20,000, for the manufacture of gas engines. The incorporators are: C. B. Rumsey, H. A. Niles, M. L. and R. H. Deyo.

Dealers in machine shop and machinists' supplies are having an excellent trade, and say that there is now no doubt that an increasing quantity of machinery is in use in all of the territory accessible to Chicago.

The Western Gas Engine Manufacturing Co. has been organized at Mishawaka, Ind. The company is composed of R. Bhain of Grand Rapids, Mich.; Wm. O. Orton of Philadelphia, and W. W. Dodge, treasurer of the Dodge Mfg. Co., of Mishawaka.

The Rand-McNally Atlas for 1899 is out. This work is everywhere recognized as a standard authority, and one which is almost indispensable in grain

offices. There have been many new features incorporated in the 1899 edition which make it more complete and valuable than any of the previous editions.

GASOLINE HAS ADVANCED—INDEPENDENT REFINERS.

Grain Dealers Journal: Please inform us of the names of the independent refiners who sell gasoline at 8 and 9 cents. The Standard Oil Co. is squeezing us on the advance in gasoline in the last 30 days, about 50 per cent. We think grain men had better come together and have their own oil wells. E. R. Ulrich & Sons, Springfield, Ill.

A number of complaints similar to the foregoing having been received from country elevator men who use gasoline power, on account of the recent uncalled-for advance in the price of gasoline; some of them asking for the names and addresses of independent refiners who sell gasoline, an inquiry was made by the Journal, which has received the following answers:

E. A. Grubbs, Greenville, O.: Try Cleveland Refining Co., Cleveland, O.

Lambert Gas & Gasoline Engine Co., Anderson, Ind.: We would recommend you to the Warren Refining Co., of Warren, Pa., and the Glade Oil Works, Warren, Pa. If these parties are not in a position to supply the wants of country elevator men we think they will be in a position to recommend the proper parties.

F. M. Watkins, Cincinnati, O.: I do not know of any independent refiners, and wish I did, as we are paying 10 cents per gallon here for gasoline, but do not think this price will hold out long.

Van Duzen Gasoline Engine Co., Cincinnati, O.: We are all in the same boat in relation to gasoline. We have tried to get gasoline from independent refiners, but in most cases it is an inferior article. We buy from the Standard Oil Co., and must pay the price.

New Era Iron Works Co., Dayton, O.: We beg to refer you to the Sun Oil Co., of Toledo, O. We doubt very much, however, whether the independent refiners can, or will, sell gasoline at any less than the price established by the Standard Oil Co. We look upon the recent advance as merely the effect of extreme cold weather, and have no doubt but that it will drop back to the usual price within a few months. The users of gasoline engines ought not to kick on the price of gasoline when even at present prices it pays them so big profits over the use of steam.

Garrett Gas Engine Co., Garrett, Ind.: We are in shape to furnish our customers 74 degree gasoline in barrel lots delivered anywhere in Ohio, Indiana or Illinois, at 9½ cents per gallon, with an allowance of 75 cents for the barrel if returned. We have been furnishing this at 8½ cents until lately. The Standard Oil Co. seems to have things about its own way; and while we think we will be able to continue furnishing it at this price, we cannot guarantee that we will. You might be able to get some further information from the Independent Oil Co., of Mansfield, O.

Ohio Dealer: We have to pay the advance of three cents and the freight, the same as others do. It makes expensive power when you have fuel feed to give away as we do, in the shape of corn

cobs. We intend to displace one of our engines and put in steam. As to independent refineries, there are none here. We think there is one at Findlay, O., and one at Toledo. The lines of invention, automobiles, etc., are making great demands for gasoline for power, and we expect to see the price doubled in the next year or two. This seems to be an era of trusts. While crude oil has not advanced any, gasoline is 33 1-3 per cent higher. It looks pretty tough, doesn't it. We think you will find the independent refiners selling at the same price. If they did not they would be driven to it. I have just had a conversation with a gentleman who is in the employ of the Manhattan Oil Co., which has a refinery at Welker, O. He says to address Alfred Heyn, 45 Broadway, N. Y., and says he has no doubt the grain dealers' associations can make special arrangements with him for gasoline if taken in large quantities.

C. O. Bartlett & Co., Cleveland, O.: We of course are fully posted as to the advance in the price of gasoline; in fact, nearly double what it was a short time ago. It seems to be a matter of necessity to accommodate the Standard Oil Company. It no doubt needs this advance. When John D. Rockefeller pushes the button, the rest of us dance; and he has pushed the button for an advance on gasoline. Very likely after he has made a few cents, the price will drop.

Columbus Machine Co., Columbus, O.: In regard to independent refineries, we beg to advise that we find the Standard Oil Co. the most independent refinery we know of, and the only other we could speak of is the Cleveland Refining Co., which claims to be the "poor man's friend" and to stand in opposition to the Standard; but we notice that whenever the Standard people advance prices it follows suit, so that between these two companies we see little choice. We are sorry that we do not know of others at the present time to whom we could refer you.

Olin Gas Engine Co., Buffalo, N. Y.: We can refer you to the Buffalo Refining Co., 77 Main street, Buffalo, N. Y.

A. E. Clutter, Lima, O.:—I have to report as independent refineries the Sun Oil Co., of Toledo, O., and the Crystal Refining Co., of Findlay, O., the Sun Oil Co. being one of the largest independent concerns. I learn further that while years ago the gasoline was considered a by-product of the oil and often accumulated in winter time (when it was least used in kitchen stoves) to be a great nuisance. Now with the enormous number of engines using it for generating power, it has become a question to supply the demand, and there is actually a greater demand than can be supplied. The question comes in, Can one-fifth or one-fourth of the lightest grade of oil be mixed with it with as good results? In this event these, our independent companies, will make arrangements for gasoline. I would suggest that after possible results are ascertained each grain dealers' organization appoint one of their number at the most central railway point, to receive the gasoline in car loads and then distribute and collect from the members, with a commission to cover labor, etc. These refineries would then be in better shape and railway freights would be saved. Besides, the first thing the

Standard Oil Company would do, would be to put down the price; but if the dealers are shrewd they will pay no attention to this, and if the Standard tried to compel the railways to put up the freights or theirs down, the grain dealers' organizations who are larger than the Standard Oil Co. in point of freight shipments and bring contrary influences to bear. This will be a good work for the Grain Dealers' National Association, and if it can save dealers \$20 to \$50 per year they will think the G. D. N. A. is the thing.

Dayton Globe Iron Works Co., Dayton, O.:—We are pleased to name you the Cleveland Refining Co., Cleveland, O., and Charles H. Moore, Cincinnati, O. These are the only two which we call to mind at the present time. As the price of gasoline indirectly concerns us, we would be pleased to have you forward us names of some other refineries which you may possibly receive. If we learn of any further independent refineries we will endeavor to keep you posted.

Wm. Muir, manager Glade Oil Works, Warren, Pa.:—You make the assertion that an uncalled for advance in the price of gasoline has arisen. We do not know how you arrived at this conclusion, but you must bear in mind that during the past the manufacturers of oil have been selling their benzine at a loss, in fact, considerably less than the cost price of crude. We do not know what your patrons are paying at the present time for gasoline, but we do know that the price has advanced very materially owing to the fact that a scarcity of the article exists; 62 naphtha is selling today for 5c. bulk. Stove gasoline, 70 to 72 gr., is selling at 7c. bulk f. o. b. works. There is located at Warren the Warren Linoline & Gasoline Works, who are manufacturers of all grades of gasoline, and the Independent Refining Co., Ltd., of Oil City, and the Climax Gasoline Works, of Titusville, Pa.

Alfred Heyn, president Manhattan Oil Co., 45 Broadway, N. Y.:—We are doing business strictly with dealers, not with consumers. I suggest your seeing Crew, Levick & Co., Hawthorne Av., Chicago. Had the consumers, in which must be included the country elevator men, not formerly favored the Standard Oil Co. against the independents, they could now expect far more fair treatment.

Sun Oil Co., Toledo, O.: The advance in the price of gasoline is due entirely to the increased demand and to the decreased output. Crude oils are less rich in gasoline each year and there is not sufficient of the goods to supply the demand at the present time. We do not know of anyone who has any gasoline to sell at lower prices.

Indiana Pipe Line & Refining Co., Chicago, Ill.:—We expect to have our refinery in operation some time in May and will then have gasoline to offer. At the present time would refer you to the Paragon Refining Co., Craig Oil Co., and Sun Oil Co., Toledo, O. In regard to high price, there is no question but what it is justified, as there is a great scarcity of gasoline at the present time.

Emery Manufacturing Co., Bradford, Pa.:—We have never been able to quote prices low enough to elevator men to receive orders for gasoline, and it is due to their exclusive dealings with the Standard Oil Co. that they are in their

present position regarding prices of gasoline. It pays in the long run to sustain competition. Gasoline will bring a high price this summer, and there are no independent refiners who will cut prices in order to obtain trade. You can obtain prices by addressing Penn., Continental and Independent Refining Companies, Oil City, Pa.

LOSS ON WEEVILY WHEAT.

By R. R. R.

A dealer shipped a car of wheat, expecting it to grade No. 2. On arrival it was examined by the inspector, who detected weevil. It was graded as such and had to be sold by sample, resulting in a heavy loss to the shipper.

Not knowing why his grain did not grade as expected and thinking there was some mistake, the shipper came on to investigate, and was shown the weevil. Its presence was to him a surprise. He did not know how it got there unless it was in the wheat when received from the farmer.

Had he noticed the weevil he could have bought the grain of the farmer at a discount, and by killing the weevil he would have received his full price for the whole carload. The discount in the one case and the better price in the other make a total saving sufficient to pay more than a dozen times over the cost of treating the grain.

To exterminate weevil use bisulfide of carbon. This is a colorless liquid of strong smell. When sprinkled on the grain gives off a heavy vapor, which sinks down through the grain to the bottom of the bin, killing every insect in it. When employed in a tightly closed bin 1 pound is enough for every 40 bushels of wheat. Otherwise use more. The liquid may be poured right on the grain. It will not injure it or impart any odor. If the bin is only partly filled cover the surface of the pile with blankets to prevent air following the vapor down. Leave the grain untouched for a day or two for the vapor to penetrate every corner. Then air it, being careful to have no candle or lantern near, until the smell has disappeared; as, when mixed with air the vapor is explosive.

The bisulfide of carbon can also be applied very effectively to grain in cars and all weevil killed.

The American Linseed Co.'s expressed intention to deal with country sellers, instead of buying, as hitherto, from terminal receivers, is naught but pretense. If carried out the company certainly will come to grief, as have other big buyers who tried to ignore the regular dealers. Its predecessor, the National Co., suffered loss, not because it traded on the exchange floor, but because it got on the wrong side of the market.

The chartering of vessels on the Atlantic seaboard is done by brokers who represent foreign owners. In the morning the owner cables over to his broker authorizing him to let the vessel at a certain figure. This authority is generally limited to the succeeding twenty-four hours. The broker goes to shippers and offers the boat at the set price, which, if accepted verbally by the latter, is cabled to the owner for confirmation. This closes the deal.

COUNTRY SHIPPERS WILL PROFIT BY INTRODUCING NEW GRAIN.

Experience shows that grain will deteriorate and all experiments conducted by scientists to determine the degeneration of grain which is replanted year after year in the same soil show beyond any doubt that in order to secure an average yield of good quality new seed grain must be introduced every three or four years. It is to the advantage and profit of the country grain elevator man as well as the farmer to have seed changed frequently and that good seed of superior grain be introduced each time. The farmer is not the only one who suffers from his buying seed grain from the Bohemian

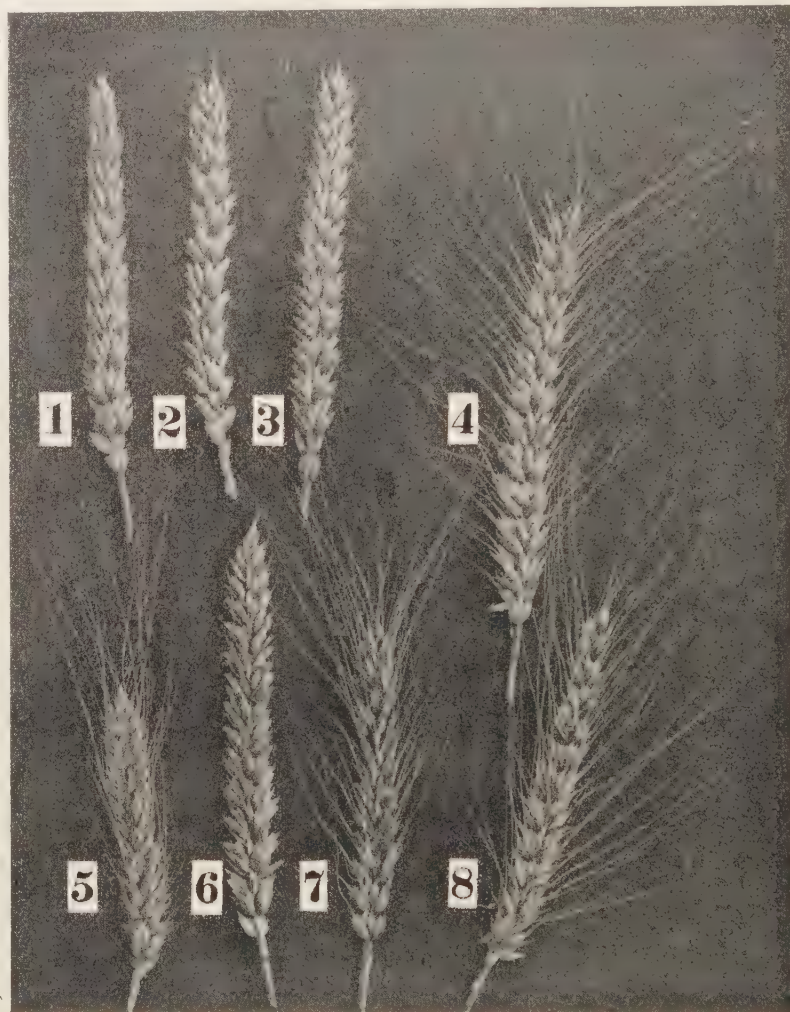
ducted by the Agricultural Experiment Station at Lexington, is given herewith.

Seventeen varieties were under test. Each was planted on 1-15 acre plot, in drills seven inches apart. Seeding was at the rate of one and one-fourth bushels per acre. All plots were planted October 12, 1896, and harvested June 28, 1898.

No. 1. Jones' winter fife, yielded per acre 2,070 pounds of straw and 23 bushels of wheat weighing 59 pounds. Worthy of further trial.

No. 2. American bronze, yielded 2,190 pounds of straw and 16 bushels of 60-pound grain. Well thought of.

No. 3. Early white leader, yielded 1,215 pounds straw and 7.3 bushels of 52-pound wheat. Worthless.



oats swindler and others of his ilk, the grain buyer handles the inferior stuff grown from the seed.

It is not business to lend seed to the farmer; there is no law against or reason why the elevator man should not sell superior seed grain to the farmer and at a profit. His own interests in the grain marketed will prompt him to be very careful to secure seed which will yield a large crop of superior grain, and he is the merchant who is situated most advantageously for discovering and supplying this need of the farmer. The results of wheat tests conducted by the Kentucky Agricultural Experiment Station show a great variation in the yields secured from different seeds under precisely the same conditions.

A summary of the seed wheat tests con-

No. 4. Pride of Genesee, yielded 2,505 pounds of straw and 21.8 bushels of 62-pound wheat. Fair milling qualities.

No. 5. Oatka chief, yielded 3,210 pounds of straw and 25.3 bushels of 61-pound wheat. Worthy of further test.

No. 6. Long amber, yielded 2,400 pounds of straw and 20 bushels of wheat per acre. Reasonably good.

No. 7. Jones' bearded, yielded 1,875 pounds of straw and 15 bushels of 59½-pound wheat. Not well thought of.

No. 8. Pride, yielded 2,205 pounds of straw and 19.5 bushels of 60-pound wheat. Fair milling qualities.

No. 9. Bearded winter fife, yielded 3,045 pounds of straw and 30.5 bushels of 63-pound wheat. Worthy of special attention; highly thought of.

No. 10. Early Arcadian, yielded 3,-

258 pounds of straw and 27.4 bushels of 61-pound wheat. One of the best.

No. 11. Pedigreed early Genesee giant, yielded 3,120 pounds of straw and 26.8 bushels of 63-pound wheat. Fine wheat.

No. 12. Diamond grit, yielded 3,240 pounds of straw and 21 bushels of 63-pound wheat. Not to be recommended.

No. 13. White golden cross, yielded 3,445 pounds of straw and 27.9 bushels of 62-pound wheat. Good milling wheat.

No. 14. Lancaster red, yielded 2,213 pounds of straw and 16.9 bushels of 62-pound wheat. Best milling wheat.

No. 15. Democrat, yielded 3,300 pounds of straw and 21.3 bushels of 63-pound wheat. Well thought of.

No. 16. Gold coin, yielded 2,820

MEETING OF DEALERS AT BURLINGTON, IA.

The meeting of the Grain Dealers' Association of Southeastern Iowa at Burlington, Feb. 20, was attended by a very large portion of the membership. Some interesting matters were disposed of so satisfactorily as to create considerable enthusiasm. Everyone went home feeling more than ever convinced that the association was filling a long-felt want, deserved and would get his earnest support. Having their local affairs so well in hand, the association hopes to accomplish much more by working together with other associations in Iowa and adjoining states. Efforts in this direction are being made by the able

kin, Morning Sun; D. M. Young, Marsh; J. A. Carton, Winfield; Smith & Lamme, Olds; A. D. Hoys, Wayland; Brolliar & Bridges, Richland; M. C. Berry, Ollie; J. M. Brady, Hedrick, and W. H. Robinson, Hedrick.

COBS.

And now Dupont professes to use the pith of corn stalks in the manufacture of smokeless powder. If our scientists continue to find use for corn we will soon be using it for money.

Hay is wanted in South Africa, says Consul General Stowe of Cape Town. No hay is on hand; stock are fed oat straw. Sales can be made if baled hay of good quality can be delivered at Cape Town at \$15 to \$20 per ton. Mr. Stowe wishes to learn the price of alfalfa hay and seed, delivered.

Farm animals in the United States on January 1 numbered 13,665,307 horses, 2,134,213 mules, 15,990,115 milch cows, 27,994,225 oxen, 39,114,453 sheep and 38,651,631 swine, according to John Hyde, statistician of the Department of Agriculture. Oxen decreased 1,269,972, swine 1,108,362, milch cows increased 149,229 and sheep 1,457,493.

Prospective buyers of gasoline engines will find much that merits their consideration in the following taken from a card issued by the Witte Iron Works Co.: "All Coons Look Alike to Me. So do Gasoline Engines. Yet they're not and you know it. The real benefits of a Gasoline Engine lie in no attendance, high economy, utmost simplicity, general all around reliability, and the greatest durability. Can you get this in a cheap engine?"

E. W. Burdick, of Chicago, criticises the final government report on the 1898 wheat crop, saying: "The production credited to the different states shows signs of systematic and skillful padding, even to the states of least importance, and when we consider how great the undertaking must have been to add 50 million bushels to the September estimate, so distributed as not to cause suspicion, we are not surprised at the long delay in completing the work. We have neither time nor space, however, to mention all the striking indications of arbitrary padding, but it seems most strange that there should be but three spring wheat states and two winter wheat states that were overestimated in the September report, while thirty-nine were underestimated. And it is also strange that notwithstanding a reduction of 78,501 acres in the area of spring wheat there should be an increase in yield of 18,075,414 bushels, and that with a decrease of 1,062,811 acres in the area of winter wheat there should be an increase in production of 40,530,291 bushels. Inadvertently the Department admits by the recent report that the serious errors and blunders were made in every line of the last previous estimate. Are we to understand that while the Agricultural Department admits that its work has heretofore been justly criticised for its worse than errors it now proposes to be good in the future? There is nothing in the crop report under consideration to indicate this, but if it is so we will welcome the reform and look upon the Department as the one bright star in the political sky to which the anarchy of wealth cannot climb."



pounds of straw and 21 bushels of 61-pound wheat. Worthy of further test.

No. 17. Dawson's golden chaff, yielded 2,580 pounds of straw and 17 bushels of wheat per acre. Good milling wheat.

We are indebted to H. Garman, State Entomologist and Botanist, for our illustrations.

Ferguson & McGinnis, of New Orleans, La., have some pointers for hay shippers which may be studied with benefit. Do not load less than ten tons in a car. You must pay freight on that amount, so put it in. Get a big car, if you have to wait a day or two for it. Do not load two grades of hay in one car. Cars that run even in quality sell best and quickest.

secretary, E. L. McClurkin, of Morning Sun, Ia.

Representatives of the following firms attended the meeting: J. Barton, Roscoe; H. Williams, Yarmouth; Baxter & Fye, Mt. Union; Van Dyke & Co., Winfield; W. W. Dunham, Wyman; Lemley & Millis, Wayne; D. F. Berry, Noble; J. A. Lemley, Veo; Woolson Grain Co., Woolson; E. A. Miller & Son, Packwood; G. H. Carter, Pekin; I. N. Ogden, Martinsburg; W. P. Harrison, Hedrick; Butler Grain Co., Butler; H. B. Shelaly, Fremont; T. J. Carter, Cedar; H. H. Reipe, Sperry; Moorehead & Co., Mediapolis; W. R. McElhiney, Linton; H. B. Davison, Wapello; Mr. Otto, Wapello; A. L. Davison & Co., Oakville; Baird Bros., Newport; Beck & McClurkin, Morning Sun; D. M. Young, Marsh; J. A. Carton, Winfield; Smith & Lamme, Olds; A. D. Hoys, Wayland; Brolliar & Bridges, Richland; M. C. Berry, Ollie; J. M. Brady, Hedrick, and W. H. Robinson, Hedrick.

ILLINOIS.

Readers will confer a favor by sending us grain trade news items.

The Farmers' Grain Elevator Co., of North Hudson, Ill., has been dissolved. J. E. Connor, grain buyer at Irwin, Ill., will build a house the coming summer.

B. Moreland, of Belleflower, has taken the contract to build an elevator at Monarch, Ill.

C. C. Gwinn has been awarded the contract to build an elevator at Champaign, Ill., for Collins & Davidson.

A telegraph operator has been placed in the Chicago wheat pit to facilitate the distribution of quotations.

Michael H. Hereley, of Hereley Bros.' Co., grain dealers and a member of the Chicago Board of Trade, is dead.

Catlin Bros. have bought the elevator of Will Lyons at Augusta, Ill. Mr. Lyons is undecided where to locate.

The Middle Division Elevator Co. has bought the dump and grain business of the Crocker Grain Co., of Birkbeck, Ill.

H. Dierking, grain buyer at Secor, Ill., has bought during the season 75,000 bushels of corn and shipped 65 carloads.

A. L. Nicol, of Stanford, has bought the grain business of Elmer Zeiters at Covel, Ill., the latter removing to his farm.

So many more steers are being fed in the vicinity of Holden, Ill., that grain dealers will not ship the usual quantity of corn this year.

The Quincy, Carrollton & St. Louis Railroad Co., of Carrollton, Ill., has been incorporated to build from St. Louis to Vandalia.

Rosenbaum Bros. have just placed their new elevator at Chicago in operation, with Mr. McCann as superintendent and Mr. Hess as foreman.

Notice to move their elevators has been given grain dealers at Chebanse, Ill., by the Illinois Central Railroad, which will put in a double track.

It is again reported that Armour & Co. will erect a 3,000,000-bushel storage elevator on the South Branch of the Chicago river, adjoining Armour Elevator D.

An elevator boat to handle grain in barges will be built at Peoria, Ill., by the owners of the Great Western Distillery, who now operate a 125,000-bushel elevator.

The warehouse of Hirsh, Stein & Co., starch manufacturers, at Chicago, was set on fire by an exploding lamp Feb. 17, causing \$10,000 damage to the stock by smoke and water.

Ample elevator and storage facilities will be provided in connection with the large cereal mill which the new oatmeal trust, the American Cereal Co., proposes to build in Chicago.

George E. Reagan, grain inspector at South Chicago, in the employ of Charles Counselman & Co., was found dead with a bullet-hole in his head. The coroner's jury gave a verdict of suicide.

The Interior Transfer Elevator Co. has been incorporated at Chicago to operate an elevator. Capital stock \$15,000; incorporators, Milton Churchill, George A. White and James W. Thomson.

D. F. Danforth, of Danforth & Jennings, Board of Trade, Chicago, familiarly known as "Happy Dan," while on the exchange floor suffered a stroke of

apoplexy, resulting in paralysis of one side.

The Churchill-White Grain Co. has been incorporated at Chicago to do a commission business. Capital stock \$15,000; incorporators, Milton Churchill, George A. White and Samuel Beaumont.

McLain Bros., receivers and shippers of grain at Chicago, have increased their capital stock from \$5,000 to \$100,000. Charles R. McLain is president, A. O. McLain treasurer, and A. H. Ruth, secretary.

A fire occurred in Armour's new elevator on the South Branch of the Chicago River about 6 p. m., Sunday evening, Feb. 12. The fire started in a pile of shavings on the bin floor. It was soon extinguished with very little loss.

Fred W. Keeney and J. B. Little, of Grant Park, have leased the elevator of O. L. Gray at Watseka, Ill., for one year with an option of buying at the end of that time. They will conduct the grain business under the firm name of Keeney & Little.

Charles J. Tanner, until two years ago engaged in the grain commission business at Chicago, died of consumption Feb. 16, aged 61 years. He was born in Attica, N. Y., and went to Chicago in 1862, where he has since made his home.

Eastbound shipments from Chicago for the week ending Feb. 18 amounted to 101,110 tons, against 107,800 for the week previous, and 138,479 tons for the corresponding week a year ago. The grain tonnage was 69,105, against 104,763 a year ago.

Charles B. Johnston, for twenty years engaged in the grain trade and banking at Washburn, Ill., has sold out there, and has purchased the elevator property of Amsler, Green & Co., at Arrow-smith, Ill., where he will also put in a full stock of lumber.

Fire on the night of Feb. 16 destroyed the grain elevator of A. W. Skinner at Hudson near Bloomington, Ill., together with 20,000 bushels of grain. The building cost \$6,000, and is insured for \$3,500. The loss on grain is fully covered by insurance.

The firm of John Hill, Jr., & Co. has been formed to do a grain commission business on the Chicago Board of Trade. Mr. Hill has severed his connection with the civic federation and will not undertake any new prosecution of the bucket-shops. The firm has \$20,000 capital stock.

A prize load of corn was received Feb. 18 by Ream & Son, grain dealers at Tower Hill, Ill., who had offered to pay 40 cents per bushel for the largest load. J. W. Jones, a farmer living four miles from town, brought in on a two-horse wagon 103 bushels and 10 pounds of corn in the ear and received for it \$41.24.

The area seeded to winter rye, as reported to the state board of agriculture by W. C. Garrard, secretary, is 107,150 acres, a decrease of 6 per cent. A little Hessian fly has been observed in Mason county, but no other injury of any kind has been reported, and the condition on December 1 was a full average.

The real estate committee's proposition to increase the income of the Board of Trade by renting a portion of the secretary's office was turned down by

the directors, although backed up by a bid of \$4,000 per annum by Ware & Leland. One of the objectors insisted that no commission house should have offices on the same floor with the exchange.

At Saybrook, Ill., during January Coon Bros. paid out \$10,000 and J. E. Tjardes an equal sum for grain. Both had their elevators full and suffered for lack of cars. Mr. Tjardes has 26,000 bushels of corn in crib and 30,000 bushels of oats and 10,000 bushels of shelled corn in the elevator. He is considering an enlargement of the elevator this spring to contain 12,000 bushels of oats.

Privileges and "corners" are made legal in the bill introduced in the Illinois legislature by Representative Kettering, of Chicago. Mr. McConnell has introduced in the senate a bill providing that no criminal action shall be brought on any special promise to sell, unless the promise is evidenced in writing and signed by the parties. The prosecution of privilege traders is thus made impossible.

The area seeded to winter wheat in Illinois is 2,039,701 acres, an increase of 9 per cent, as reported by the secretary of the state board of agriculture, W. C. Garrard. The season was favorable for plowing and seeding, the condition of the growing crop December 1 being 99 per cent. The Hessian fly is in the early wheat in a few counties, but it is not believed a great deal of damage has yet been done by the pest.

Sharp Bros.' elevator at Congerville, Ill., was totally destroyed shortly after midnight, Feb. 14, by a fire that is supposed to have been started by tramps. A car of corn on track and 2,000 bushels of grain in the elevator was burned. Loss, on building, \$2,000, on grain, \$1,000; insurance on building, \$1,500, on grain, none. As Sharp Bros. have purchased the other elevator in the town it is probable they will not rebuild.

George T. Elliott's grain elevator at Mattoon, Ill., was burned on the night of Feb. 13, together with 5,000 bushels of corn and 3,000 bushels of oats. Loss, \$6,500; insurance, \$2,250 on building, \$1,200 on grain, \$800 on wagons, and \$1,250 on machinery. Mr. Elliott had been in Missouri a few weeks, and arrived home just in time to see the building fall in ruins. This is the fourth elevator which Mr. Elliott has lost by fire.

The Farmers' Elevator Company at Normantown, Ill., may be disrupted owing to the friendship of some of the members with Mr. Marsh, who operates the present elevator, and who cannot accept their offer to buy his plant unless his Plainfield house is also purchased. His farmer friends are willing to succeed him in business; but as they have always found him very accommodating, are refusing to run in opposition.

John J. Hyland, traffic manager for the Chicago Board of Trade, announced yesterday that he had succeeded in making such arrangements with the railroads that hereafter cars held for reconsignment or for switching orders will be allowed forty-eight hours for the placing of orders. For detention exceeding forty-eight hours car service charges will be collected by the road upon whose tracks the detention occurs, before delivery is made, so that forty-

eight hours' free time for unloading shall follow the car. At present only twenty-four hours for the placing of orders are allowed, and car service charges are collected for detention of cars exceeding twenty-four hours.

Theo. P. Baxter, of the Pratt-Baxter Grain Co., Taylorville, Ill., writes: "We have been receiving corn quite freely for the past two weeks and find this cold weather improves it so far as handling it is concerned, and perhaps will benefit its condition to some degree. Scarcity of cars is again troubling us very much. During January we received about a sufficient supply of cars but suddenly they have become scarce, and it is a rare thing to see a car on a side track anywhere along the line. The mercury registered 22 degrees below zero Feb. 9, and the general opinion is that wheat is seriously damaged. The slight snow which covered the ground about two weeks ago has all disappeared either by thawing or being blown off, and we feel now like we will miss getting a wheat crop in this section this year, which will be the fourth failure in succession."

A strong protest against the discrimination against Chicago and other Illinois points in export corn rates has been prepared by the transportation committees of the Chicago and Peoria Boards of Trade. At the conference in Chicago, Feb. 21, A. G. Tyng, Frank Hall and T. A. Grier represented Peoria, and Lloyd J. Smith, C. W. Randall, R. P. Fish, B. A. Eckhart, H. W. Rogers and W. P. Jenkins, Chicago. The claim of the railroads that the difference of 3½ cents in favor of Mississippi River points was made to compete with Gulf roads in the western territory is made untenable by the fact, which was brought out at the conference, that the Illinois Central railroad makes a rate to New Orleans that takes all the corn on its line to the New Orleans terminal from within forty miles of Chicago, and as a consequence corn is worth 2 cents to 3 cents per bushel more on that line than on any of the east and west roads that cross it.

SOUTHEAST.

Hiram Southland has opened a grain and feed store at Wauchula, Fla.

M. A. Cochran, dealer in grain and feed at Louisville, Ky., has placed Clarence Gibson under arrest on the charge of withholding \$30 which he had collected for the firm.

We are informed by a Norfolk dealer that the rules adopted by the new Grain & Hay Association of Norfolk, Va., obligate the Norfolk dealers to buy all of their western grain through Norfolk brokers only.

Farmers are endeavoring to defeat the provision of the bill (H. R. 8626) which requires all corn sold in the District of Columbia to be measured by weight. A barrel is to consist of 350 pound of ear or 280 pounds of shelled corn.

J. C. Noland has been appointed receiver of the Ohio Valley Hay & Grain Co., of St. Mary's W. Va., on application of the Chatfield Milling & Elevator Co., of Ohio. It is alleged that manager Suck, who is believed to be in Chicago, ran the company into insolvency.

Commissioner Stevens of the Georgia agricultural department, says, with re-

gard to the recent cold wave, that the wheat and oats that have been planted since the first of December have been killed, and even the crops that were planted early in the fall have been most seriously damaged.

IOWA.

Peruse the list of regular dealers of Iowa.

J. C. Englebert has sold his grain business at Williamsburg Ia.

The Davenport Elevator Co. is erecting a big corn crib at Adair, Ia.

News of contemplated improvements, new elevators and changes are always welcome.

Is our statement regarding your firm and grain house in list of Regular Dealers of Iowa correct?

The Fulty Lumber Co. has purchased the elevator and lumber business of Smith & Co., at Chatsworth, Ia.

The Des Moines, Moulton & Albia Railroad Co. has been incorporated to construct a branch of the Wabash.

Thomas Boyce, grain dealer at Garden Grove, Ia., has shipped more grain of all kinds this season than in any corresponding period.

C. L. Roberts' elevator at Newburg, Ia., was burned Feb. 8, together with 15,000 bushels of corn and 8,000 bushels of oats, and a quantity of corn in crib.

We want names of those regularly engaged in the grain business in Iowa, together with capacity and kind of grain house and railroad on which it is located.

L. Kennedy, the young man who had his leg lacerated in a grain conveyor in an elevator at Doon, Ia., last December, has died from the effects of the accident.

The Thor Lumber & Grain Co. has been formed at Thor, Ia., with \$5,000 capital stock, by C. J. Lund, president; C. B. Atzen, secretary, and S. K. Groth, manager.

Luther Wetzel, of Lisbon, Ia., is building an elevator of 20,000 bushels capacity, according to plans furnished by the Western Engineering & Construction Co., of Chicago, Ill.

Ott & McSwiggin, dealers in coal at Wilton, Ia., have dissolved partnership. M. C. Ott, who operates the elevator, will continue the coal business, and R. J. McSwiggin retires.

Hunick Bros., of Ottosen, Ia., have purchased a steam engine, their gasoline engine proving inadequate to the demands of their elevating machinery. An office and engine room is being built.

Read the list of regular grain dealers of Iowa published in this and succeeding numbers. If any errors or omissions occur in the list of those regularly engaged in the business at your own or nearby stations please notify us and correction will be made.

A gasoline fire destroyed the elevator of George L. Bosworth at Manley, Ia., Feb. 14. It contained 8,000 bushels of oats, of which 1,000 bushels were saved by teams. Loss, \$5,000; insurance, \$1,000. An oil stove was used to warm up the gasoline in the morning so that it would generate vapor for the gasoline engine which drove the machinery. The stove was left for a short time, when an explosion occurred.

The Grain Shippers' Mutual Fire Insurance Association of Iowa, which was organized two years ago by F. D. Bab-

cock, of Ida Grove, Ia., suffered its first loss Feb. 8, by a conflagration which destroyed part of Williams, Ia. In the adjustment and payment of the loss, the association has established a new record which will reflect credit not alone upon it but upon all responsible mutual companies which are conducted for the purpose of securing reliable and effective insurance for members. This loss (\$2,000) was paid by B. F. Vorhes, the association's local agent, just five days after the fire. The stock companies which are conducted solely for profit generally take 60 to 90 days to decide whether they will pay a loss and then hold the money to earn interest as long as possible. The members of the association must surely be proud of its quick work. A member can now rest assured that he will not have to suspend business and wait three to nine months should his elevator burn before obtaining a settlement and capital with which to continue his business.

WISCONSIN.

Are you going to make changes in your elevator? Tell us about it.

The W. W. Cargill Co. does not do any cleaning business at La Crosse, Wis.

Frank McCabe has applied to the Board of Trade of Oshkosh, Wis., for assistance in a project to erect an elevator.

Wisconsin inspection is eagerly demanded by the wheat growers of Dakota and favored by some Wisconsin grain dealers.

Invaluable to the trades they represent, the Hay Trade Journal and the Grain Dealers Journal, both for \$2. if subscribed for at the same time. Don't miss this chance.

The Warwick-Cole Co. proposes to build an elevator at Oshkosh, Wis., of 10,000 bushels capacity. The Oshkosh Board of Trade is working to create a grain trade at that city.

Fred McMillen has taken possession of the warehouse formerly operated by Paine Bros., at Whitewater, Wis., and will put in new machinery to facilitate the handling of grain.

James Cargill, the well known grain man of Wisconsin and the Northwest, is said to have predicted that in three years there will be one big board of trade at the head of the lakes, and that it will be located at Superior.

E. W. Persons, for many years previous to 1889 a large dealer in grain at De Pere, Wis., died recently at Phoenix, Ariz. He was born in New York 63 years ago and went to Wisconsin in 1859. Since 1873 he has resided at De Pere. He was a director of the Citizens' National Bank, and has served as a member of the school board, as supervisor, assemblyman and state senator.

Two bills in regard to elevators and warehouses have been introduced in the Wisconsin legislature by Mr. Dahl. One bill is to authorize the establishment of public warehouses. The other provides that when warehouses, elevators or mills having a capacity of not less than 5,000 bushels are located on the right of way of any railroad or adjacent to such right of way, the building of a side or stub track may be demanded.

MINNESOTA.

Readers will confer a favor by sending us grain trade news items.

The Cargill Elevator at Montrose, Minn., has been temporarily closed.

A 1,000,000-bushel elevator, it is said, will be erected at St. Paul, Minn.

Free bridge tickets are given farmers by the grain dealers of Red Wing, Minn.

Rumor has it that an elevator will be built at Mankato, Minn., by a line company.

B. C. Young, of Ronneby, Minn., has sold his grain elevator and will engage in mercantile business.

John C. Geraghty, of St. Paul, Minn., who operates a line of elevators, is making a trip to Florida.

A 30,000-bushel elevator is to be built at Albany, Minn., by a newly organized farmers' alliance.

Dealing in futures is prohibited by Representative Marin's bill introduced in the Minnesota legislature.

The Farmers' Elevator Co., of Renneville, Minn., will enlarge its warehouse and equip with a gasoline engine.

About 10,000 bushels of wheat and \$40 in cash was burned with the house of the Northwestern Elevator Co., at Danvers, Minn. Fully insured.

The Peavey Elevator Co. is getting judgment against makers of alleged accommodation notes in favor of its agent, H. N. Rivers, who is in jail.

H. N. Rivers, of Avoca, Minn., has been remanded to jail until the May term of court on the charge of grand larceny in the first degree, made by the Peavey Elevator Co.

P. G. Kraemer, a commission man, and E. F. Culver, a warehouseman, of Duluth, Minn., are charged with the theft of 68 tons of flour, valued at \$3,400, from the wreck of the Arthur Orr.

Henry Enke, of Lake Benton, Minn., is repairing the burned elevator of Bingham Bros., which he has purchased and will remove to a new location. Bingham Bros. are building a new house.

The McGraw bill in the Minnesota legislature provides that commission firms shall keep a record of consignments and sales, with name of purchaser and price, and furnish a copy to the consignor.

The Farmers' & Merchants' Elevator Co. has been incorporated at New Paynesville, Minn., to build an elevator and deal in grain. Capital stock, \$10,000; Dr. R. C. Pilon, president, and H. K. Hill, secretary.

Hay dealers who handle grain and grain dealers who handle hay can have both the Hay Trade Journal and the Grain Dealers Journal for \$2, the price of the former alone, if both are subscribed for at the same time. Don't miss this opportunity.

Representative Plowman has a bill in the Minnesota legislature for the construction of a 20,000,000-bushel state elevator at Duluth, and a 50,000-bushel elevator at St. Paul. Inspection is to be free. By the way, what does a plowman know about the grain business?

Duluth's grain receipts were larger in January than in any preceding January. Receipts for the month included 2,932,073 bushels of wheat, 1,133,015 bushels of corn, and 692,429 bushels of oats. During the preceding January 1,260,641 bushels of wheat, 308,004 bushels of

corn, and 556,642 bushels of oats were received.

C. E. Foster, chemist and inspector for the Consolidated Milling Co., of Minneapolis, Minn., has appeared before the state grain inspection commission with a plan for the scientific establishment of grades. Mr. Foster's plan is to take 100 wheat berries out of each car and submit them to a practical grinding and quality test. The committee will look into the matter further.

The grain and warehouse committee of the Minnesota house has reported favorably on the McCollum bill for the appointment by the railroad and warehouse commission of a grain appeal board. The board will prevent the fixing of grades by one man, which Mr. McCollum alleges, has in the past caused so much trouble. Representatives of the Duluth Board of Trade spoke in favor of the bill.

MISSOURI.

Kindly send us grain trade news items.

Fred Becker, an old-time grain dealer, died in Kansas City, Mo., aged 71 years.

J. M. Moore, of the Moore Grain & Elevator Co., Kansas City, Mo., is making a tour of Mexico.

The Liverpool Corn Trade News is negotiating with the Kansas City Board of Trade to give a cable service.

W. A. Hail, late bookkeeper for B. F. Hargis, Kansas City, Mo., has bought an interest in the George I. Kimball Grain Co.

The Missouri Railroad & Warehouse Commission is considering the advisability of doing away with grain inspection at St. Joseph.

The Shelton Commission Co., of Kansas City, Mo., has opened a branch office at Leavenworth, Kan., with J. G. Carpenter in charge.

The four-story warehouse of the Hurd Milling & Grain Co., at Kansas City, Mo., was badly damaged by fire Feb. 11. The stock of grain and hay is almost a total loss.

President W. T. Anderson, of the Farmers' Elevator Co., St. Louis, Mo., denies the report that any loss was suffered by the company through hedging on the Chicago market.

Caleb Lipscomb, for a number of years bookkeeper for J. W. Davis & Co., grain dealers at Fort Scott, Kan., has engaged in the grain trade at Liberal, Mo., as C. Lipscomb & Co. Mr. Lipscomb has been prominent in the socialist-labor party of Kansas.

The Missouri crop report says that as a result of the intense cold of last month wheat was injured more or less in all sections of Missouri by freezing and thawing, and in some places clover suffered considerable injury. On the whole, however, the crops stood the winter fairly well up to Jan. 28. The extent of damage done by the unprecedented cold weather since January is not yet known, but is believed to be considerable.

In our last issue it was stated in this column that the Merchants' Exchange had suspended the grain call owing to the decline of St. Louis as a grain market. This was a mistake, the call having been discontinued on a petition of some of the members who considered

the call a relic of old usages and more of a detriment than a benefit. The decline referred to is in the option business; the cash grain trade of St. Louis has been growing for some time and is now in a healthy condition.

NEBRASKA.

W. C. Moore, of Lincoln, Neb., does not store, clean or elevate for others.

Send us notices of contemplated improvements, changes and new elevators.

C. C. Connor, grain dealer at Martland, Neb., has removed his family permanently to Martland.

The new elevator of P. D. Smith at St. Edward, Neb., is being pushed to completion. Its capacity will be 40,000 bushels. The plant will include a sheller and 21-h. p. gasoline engine.

The corn movement from Dunbar, Neb., will be smaller than usual because great quantities have been bought and stored by cattlemen for future feeding.

The Omaha Elevator Co., operates a private elevator at Omaha, Neb., handling its own grain, and does not store, clean, or elevate and load grain for other parties.

INDIANA.

Send us notices of contemplated improvements, new elevators and changes.

T. B. Samuel, of Hallsville, Ill., has removed to Boswell, Ind., to engage in the grain business with his son, Willis Samuel.

D. C. Shirk, late president of the Logansport Heading Co., Logansport, Ind., has purchased and is operating the Morrow Elevator at Hoover's Station.

The Island Elevator Co., of Chicago, and Toledo, O., will build a cleaning and mixing house at Knox, Ind., and will erect a line of small elevators along the I. & I. Railroad.

Grain dealers who handle hay and hay dealers who handle grain can have both the Hay Trade Journal, published every Friday, and the Grain Dealers Journal, published on the 10th and 25th of each month, at Chicago, Ill., for \$2, the price of the former alone, if subscribed for at the same time. Both are invaluable to the trades they represent. Try them.

MICHIGAN.

Grain trade news items are always welcome.

D. H. Howd is getting material for a new elevator at Freeland, Mich.

The Rhodes Grain Co. has established itself at Niles, Mich., and will also handle seeds and wire.

John McLaren of Plymouth, has purchased and will operate the model elevator at South Lyons, Mich., which has stood idle over a year.

Philip Walker and Doughty Middleton have formed a partnership to succeed Hickey & Walker in the grain business at Yale, Mich.

The J. E. Farley Co. has been formed at Detroit, Mich., to deal in grain, stocks and provisions. Capital stock, \$10,000; of which \$2,500 is paid in.

Saginaw, Mich., wants some live dealers to establish a market and ship out the large quantities of wheat, corn and oats grown in the tributary territory.

KANSAS.

All regular dealers should join the state association.

Herman Swartz, of Frankfort, Kan., has quit the grain business.

E. F. Madden, of Hays City, Kan., has retired from the grain business.

The Netawaka Grain Co. has succeeded J. O. Leeth at Netawaka, Kan.

Meek & West have succeeded the Saunders Grain Co., of Barnard, Kan.

George Fundus has succeeded S. C. Smith, grain dealer at Centralia, Kan.

J. H. Kinnear, grain dealer, at Powhattan, Kan., has retired from the business.

Dugger & Lawson, of Morganville, Kan., have retired from the grain business.

J. Berns & Co. have succeeded T. Lee Williams, grain dealer at Peabody, Kan.

P. A. Johnson has succeeded Johnson & Stephens, grain dealers at Coldwater, Kan.

News from the trade is always welcome. Are you going to make any changes and improvements? Tell us about it.

The State Association is sending members a copy of the session laws of 1893, chapter 100, entitled an act for the protection of shippers of grain, seeds and hay, compelling railroads to put in track scales and to give bills of lading stating exact weight, and providing means for the recovery of shortages by suit against the railroad company.

The Kansas Association is sending to its members tags for cars shipped to Coffeyville and Kansas City, which are to be tacked on outside of inside door for the information of the association's check men, who, if any discrepancy between elevator and shipper's weights is noted, will investigate at once before grain becomes mixed with other grain.

The report of the Kansas Association on the inefficiency of the present system of weighing at Kansas City has called out a rejoinder from W. W. Culver, chief inspector. Mr. Culver shows the faults of the various systems that have been tried, condemning also the check weight bureau, and advises shippers to enforce chapter 100 of session laws of 1893, which law he firmly believes will settle the short weight muddle.

Applications for membership in the Kansas Grain Dealers' Association have been received by Secretary E. J. Smiley, of Concordia, from Casper Brown, of Oakley; Skaggs & Hatfield, of Rome; E. F. Henny, of Horton; Alfred Hertz, representing Hall & Robinson, of Kansas City; M. T. Williams, of Caldwell; John H. Gentry, of Minneapolis; Denton Grain Co., of Dentonville; George Fundus, of Centralia; The O'Neil Co., of Beattie; Woodnut & Hipple, of Hutchinson; Freeman Grain Co., of Kansas City; Paxton Commission Co., of Kansas City, and Grant Mill Co., of Larned.

In Circular No. 2 Secretary Smiley says: As practically all of our grain is billed S. O. "Notify," it is generally supposed that this is to guarantee safety and that the road issuing bill of lading in this way is responsible for all goods so shipped until the bill of lading is presented; but it appears from a supreme court ruling that this is not the case. C. Hoffman & Son, of Enterprise, Kan., brought suit against the Union Pacific railroad on account of a car of

flour being shipped to a point in Texas, where the connecting line of road delivered this flour without bill of lading and parties receiving same refused to pay for it. The supreme court decided that, this flour being delivered by the connecting line, the responsibility of the Union Pacific railroad ceased at the time delivery was made to the connecting line. This decision places the country grain dealer at a disadvantage and he should know before selling grain or consigning same that the parties to whom he is selling his grain are responsible.

TEXAS.

James C. Stewart visited Galveston, Tex., recently, to consult the Galveston Wharf Co. with regard to the new elevator. Mr. Stewart built the two elevators which the company now operates.

S. P. Broughton, supervising state grain inspector at St. Joseph, Mo., is mentioned as a candidate for superintendent of the new grain elevator of the Kansas City, Pittsburg & Gulf at Port Arthur, Tex.

Secretary E. H. Crenshaw, of the Texas Grain Dealers' Association, writes that J. M. Acree, in the grain business at Hillsboro, Tex., refuses to submit to the arbitration of a claim held against him by a member of the association.

The Texas Grain Dealers' Association may take their wives and daughters on an excursion to the City of Mexico immediately after the annual meeting of the association, which will be held at Ft. Worth May 8th and 9th. It would surely be an enjoyable trip, one which would draw the members closer to one another and strengthen the organization.

By persistent, faithful work the insurance committee of the Texas Grain Dealers' Association has succeeded in securing a reduction in insurance rates on grain business and grain warehouses, of 28 to 40 per cent., participated in by all regular insurance companies doing business in the state. If your local agent has not received advice of this reduction request him to ask his general office for it.

NORTHWEST.

Grain trade news items are always welcome.

The office of the Duluth Elevator Co., at Reynolds, N. D., was destroyed by fire.

The Hamilton Grain and Implement Co., of Hamilton, N. D., contemplates erecting a brick building 50x125 feet.

The North Dakota legislature has petitioned the general government to permit the importation of seed wheat duty free.

The elevators at Duluth and Superior were inspected recently by the warehouse committee of the North Dakota legislature.

Bids for the construction of a grain elevator are being received by J. H. Newton, secretary of the Missouri Valley Milling Co., Bismarck, N. D.

North Dakota will appoint a representative to attend meetings of the proposed Minnesota board of grain appeals if the McCollum bill becomes a law.

Neche, N. D., has marketed 550,000 bushels of wheat this season. S. G. Bickford handled 100,000 bushels, W. A. Murphy 200,000 bushels and Asa Fanset 60,000 bushels.

James Moyes, connected with the Atlantic Elevator at Fairmount, N. D., has committed suicide on account of business worry. He was 35 years of age and single.

A bill has been introduced in the North Dakota senate providing for the assessment April 1 of elevator men for all grain stored in their houses no matter by whom owned.

W. H. James, agent at Valley Springs, S. D., for the Hubbard & Palmer Co., of Mankato, now buys annually more than 35,000 bushels of corn, while during the wheat regime he would get 500 bushels only.

The elevators at Thompson, N. D., took in 460,000 bushels of wheat in the past season. Of this quantity Hans Anderson bought 160,000 and Agent Iverson of the M. & N. Elevator Co., 150,000 bushels. There are no track buyers.

PACIFIC COAST.

Send us news of contemplated improvements.

J. P. Cater has purchased the business of C. M. Barger, dealer in grain and hay at Spokane, Wash.

J. H. Shields & Co., dealers in grain and hay at Spokane, Wash., are winding up their business. Mr. Shields will remove to Blossburg.

A settlement of the grain rate litigation pending between the Southern Pacific and the California Railroad Commissioners is sought by the railroad company out of court.

All grocers dealing in grain and hay have been notified by the Washington state grain inspector that they will be required to take out grain dealers' licenses. The cost is \$5 each.

A bill to create a grain commission has been introduced in the Oregon legislature, ostensibly for the benefit of the farmers. It provides for a half dozen inspectors, who are to receive 75 cents per car.

The Great Northern Railroad's elevator and warehouse at Seattle, Wash., is almost finished. Its elevator capacity is 150,000 bushels. The sack house is 504x212 feet, giving 106,848 square feet of floor space.

Fodder prices have gone away up in Southern California. "Grain hay" is quoted at \$22 to \$25 per ton and alfalfa hay at \$17 to \$18. Lack of rain and the present dry north winds are the causes. Considerable corn and hay has been shipped in from Kansas.

OHIO.

A grain elevator is to be built at Omar, O.

W. L. Baker and A. J. Wolfe have formed a partnership at Fremont, O., to deal in grain.

W. H. Bergin, of Southworth & Co., Toledo, who has been ailing for several months, has gone to his boyhood home near Williamsport, Pa., for a rest.

An elevator is being built at Wren, O., under the supervision of the Western Engineering & Construction Co., of Chicago. Its capacity will be 35,000 bushels.

Johnson & Fletcher, of Green Camp,

O., have bought the new elevator at that place which has been operated by Mr. Rish, and which was started by M. E. Burke, of Mt. Victory.

Jesse K. Campbell, grain dealer at West Milton, O., died Feb. 9, aged 63 years. He was a native of the state and since 1879 has been engaged in the grain trade at West Milton.

M. D. Beardslee, of the Prinz & Rau Mfg. Co., states that the contract for the new cleaning elevator of Paddock, Hodge & Co., at Toledo, O., has not been let, and probably will not be awarded for some time.

The Ohio state crop report for February says wheat was injured more or less in all sections of the state by the intense cold, by freezing and thawing, and in some points clover suffered; on the whole the crops stood the winter up to January 28 fairly well. The damage from the unprecedented February weather is uncertain, but supposed to be considerable.

The decision of the grain committee of the Cincinnati Chamber of Commerce in the claim of J. B. Sicking against H. W. Brown on account of a car of corn not being equal to sample was unsatisfactory to Mr. Sicking, who, however, abided by the decision. After Mr. Sicking had sold some of the corn he alleged it was not up to sample and refused to settle. In the meantime the corn market had gone down. The committee decided that Sicking must keep the car, but that he could throw out all the ears that would not come up to grade before paying for it. After he had sorted the carload the inspector was to be the judge of what corn should be thrown out.

It speaks well for the management and design of the East Side Iron Elevator at Toledo, O., that with only two receiving legs, it has transferred 70 cars in a day of ten hours. The elevator is composed of 12 steel tanks 45 feet high, ranging in diameter from 17 to 40 feet and in capacity from 20,000 to 73,000 bushels, and was erected by the Warren City Boiler Works, Warren, O. Recently the company has bought more land and constructed tracks so as to provide room for 125 cars. New spouting has been put in direct from working part to first four tanks, also a marine belt of 9,000 bushels hourly carrying capacity. This house is equipped with dust collecting apparatus, and all clippings and screenings from the Monitor clipper and Monitor cleaner are taken to furnace and burned, thus greatly reducing the cost for fuel. The Day dust collectors are used.

PENNSYLVANIA.

James Gray, grain inspector for the P. & E. at Erie, Pa., recently met a violent death.

The new grain committee of the Philadelphia Commercial Exchange consists of E. W. Barker, George C. Omerly, Edward L. Rogers, James B. Canby, Charles F. Saunders, Louis G. Graff, Jr., and Samuel L. McKnight.

All grain and hay dealers in western Pennsylvania are asked to join the association which is organizing at Pittsburgh to remedy present evils of the trade. At the head of the movement is John J. McCaffrey, of Daniel McCaffrey's Sons, receivers and shippers of hay, grain and mill feed, 716 Fifth ave-

nue, Pittsburgh. R. D. Elwood is vice-chairman; W. N. Gordon, secretary; William Henry, treasurer; and Robert Thorne, general manager. A. G. Roenigk has been actively promoting the association. The plans of the promoters are being favorably received and the association is meeting with strong support.

NEW YORK.

The report that the New York Central Elevators at Buffalo, N. Y., were to be considerably enlarged, is denied by the management.

George E. Ketcham, proprietor of the Central Mills & Elevator in New York city, had his foot crushed recently by a freight train. Amputation was necessary.

Werckshagen, Beugger & Herzog, exporters of grain and feed at New York city, have failed. A claim for \$2,225 in favor of Hollister, Crane & Co., was the immediate cause.

At New York, February 10, contracts were awarded by the quartermaster for furnishing the army in Porto Rico with 1,440,000 pounds of No. 2 white clipped oats and 1,680,000 pounds of No. 1 timothy hay. Charles L. Rickerson received the contract for the oats, at \$1.27 3-5 per 100 pounds, and C. A. Bloomingdale the contract for hay at 48 9-10 cents per 100 pounds.

NEW ENGLAND.

Let us hear from you.

Thomas H. Emerson of East Weymouth, Mass., has purchased the grain business of the late Francis Ambler.

Fire destroyed the grain house and mill of T. W. Ransbothan, at Dalton, Mass. On receipt of the insurance Mr. Ransbothan will rebuild.

Two journals, the Grain Dealers Journal, published in Chicago, Ill., on the 10th of each month, and the Hay Trade Journal, published every Friday of the year, for \$2. Both are invaluable to the trades they represent. Try them.

W. H. Cunningham's grain warehouse at Malden, Mass., was burned recently, together with 400 tons of hay, 5,000 bushels of grain and 1,200 barrels of flour. The building was valued at \$2,500, contents \$9,000; partly insured. Mr. Cunningham is continuing his business, and will immediately rebuild.

CANADA.

Send us grain trade news items.

The Carnduff Farmers' Grain Co. has been incorporated at Carnduff, Assa.

Toronto is in controversy regarding the proper location for the new harbor elevator.

McLennan, Norman & Co., have established a grain and feed business at Cascade City, B. C.

A Kingston grain dealer alleges that the ensilage seed corn which is being shipped into that district is not genuine.

The Toronto Board of Trade has voted against the proposition to make sales on the basis of destination weights. Shippers' weights will continue to be accepted.

Samples of the best seed oats, barley, spring wheat, field peas, Indian corn and potatoes will be mailed to any person in Canada who addresses, prior to

March 15, William Saunders, director Experimental Farms, Ottawa, Ont.

Harry Corby, M. P., of Belleville, offers to build an elevator of 500,000 or 1,000,000 bushels capacity at Belleville, Ont., if the rather condition requisite to making Belleville a point of transfer in the Northwest grain traffic can be assured.

The Winnipeg Grain Exchange has opened a call board with sessions from 11 to 12 each day. Deals are on the basis of No. 1 hard, and storage at Fort William. Millers and grain dealers are enabled to protect themselves by making hedges on margins.

During the recent very severe cold weather the drying plants operating on damp and tough wheat were unable to work to any advantage, the moisture from the wheat clogging the machinery, besides the difficulty in keeping up the temperature to the right point, says the Commercial, of Winnipeg. This week, however, rapid progress has been made. The Port Arthur plant, which is equipped with a Paine-Ellis Drier, handled 43 cars of damp and tough wheat on Thursday. Though there is a large accumulation of wheat on hand waiting to be dried, it will at this rate soon be worked down.

WHICH HAS THE BEST SHOW?

Readers must decide for themselves whether or not the bull has the best show or the bear. You will see that the bull talks 88c for May wheat, calling attention to the small visible supply, stocks, and to the price. It will be



seen that his band is playing the bulls' lullaby, "Buy, Buy, Buy." Mr. Bear talks 65c May wheat, owing to the big American and Argentine crops, and the large winter wheat acreage. His band is also very hard at work playing that popular song written expressly for "Bearitones," "Sell, Sell, Sell."—Zahm's Circular.

Captain Crowninshield, of the navy, in a paper contributed to the Century Magazine, points out the many advantages accruing from the proposed Nicaragua canal. The completion of the canal will bring our Pacific coast 8,000 miles nearer Europe. Grain laden vessels now require 135 days for the trip; then they will be at sea only 35 days.

The Buffalo grain shoveling contract for the season of 1899 has been awarded by the Lake Carriers' Association to W. J. Conners, the only bidder, for \$3.10 a thousand, the same price for which he did the work last year. Mr. Conners stated that his bid was on the basis of \$1.20 for steam shovels and \$1.90 for labor and supervision. He agreed that the vesselmen have the benefit of any reduction in the cost of steam shoveling which might be obtained by negotiations with elevator owners.



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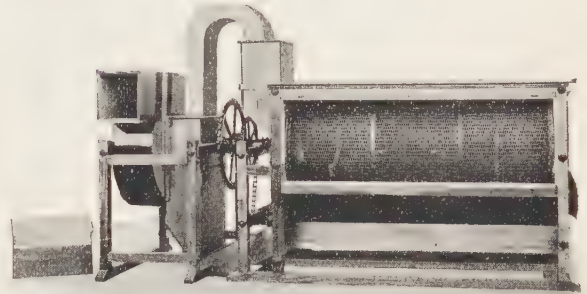
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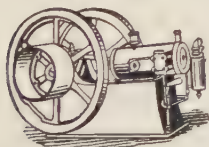
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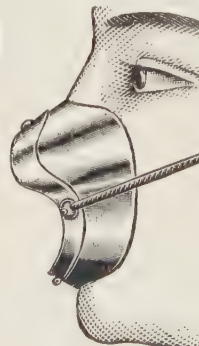
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The coming season many new elevators will be built, old ones overhauled and new machinery installed. Prospective builders and improvers will study over the good qualities of the various machines, but the problem as to what will furnish the best power for operating these elevators will give

ingly during the year he would handle enough grain to keep him busy much of the time.

Then it was that blind horses and steam furnished the power. But of late years prime movers have changed, more elevators are scattered over the country, more dealers are in the business, competition is brisk, and the average dealer to make money must

for it requires very little gasoline per horse power per hour to operate a gasoline engine. Another saving which a gasoline engine brings about is that it does not require one man to operate it and be in constant attendance, as with a steam engine, this item alone is a big saving in the course of a year. The gasoline engine is adapted for use in any country elevator not only for the



An Elevator Equipped with Gasoline Engine.

them little trouble. The grain business with the country dealer is different than it used to be, for in years gone by, before the railroad companies began to construct so many feeders to the main lines of their roads, the country grain dealer had a larger territory to draw his grain from and less competition to contend with. Accord-

watch his expense account. The gasoline engine furnishes power for operating an elevator only when it is needed, and when not in use consumes no fuel, hence causes no increase in the expense bill. A good gasoline engine effects not only a saving of fuel when running as compared with the steam engine but a saving also when in use,

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The accompanying cut shows a modern country elevator equipped with a Fairbanks-Morse Gasoline Engine. It will be noticed the engine is placed where the belting can be most con-

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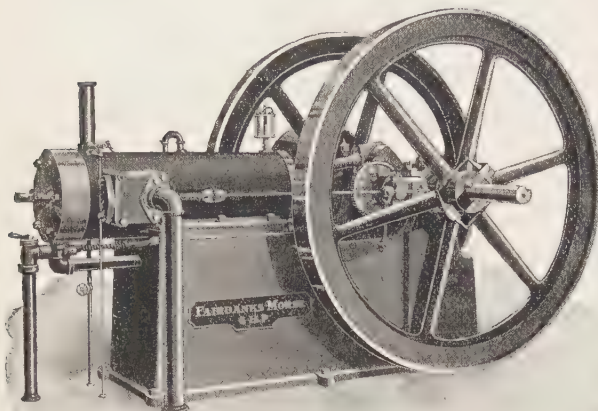
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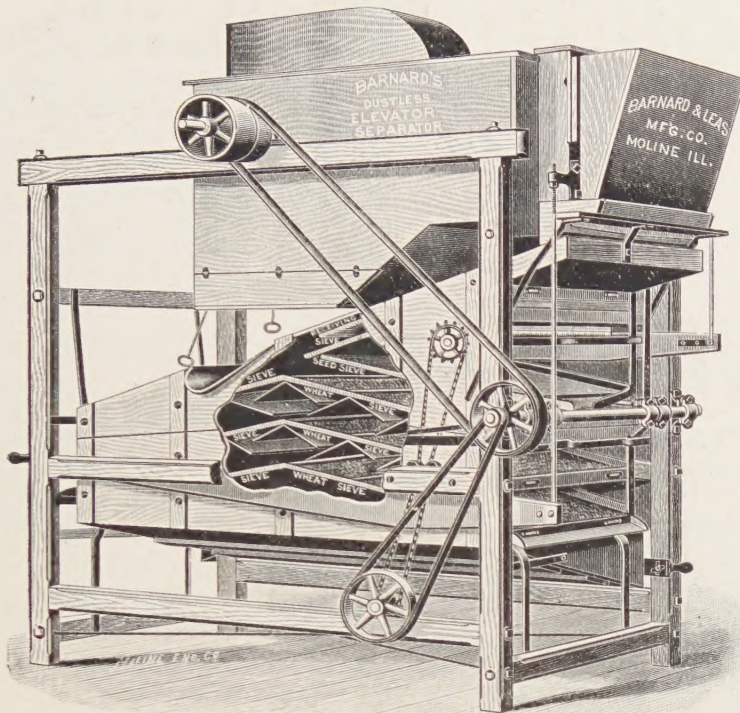
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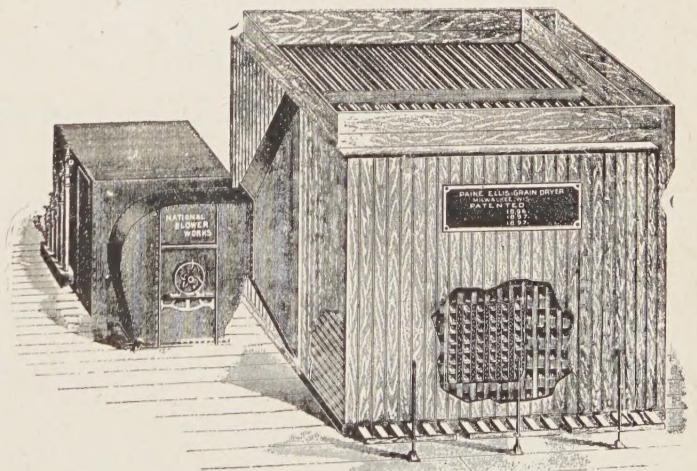
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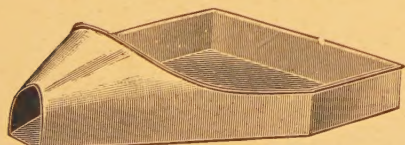
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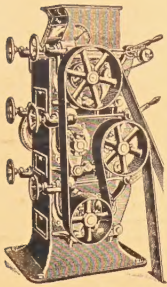
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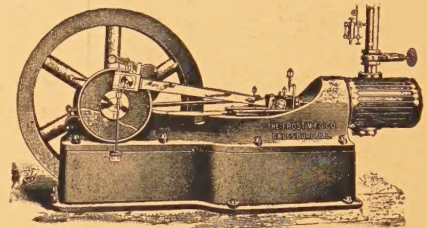
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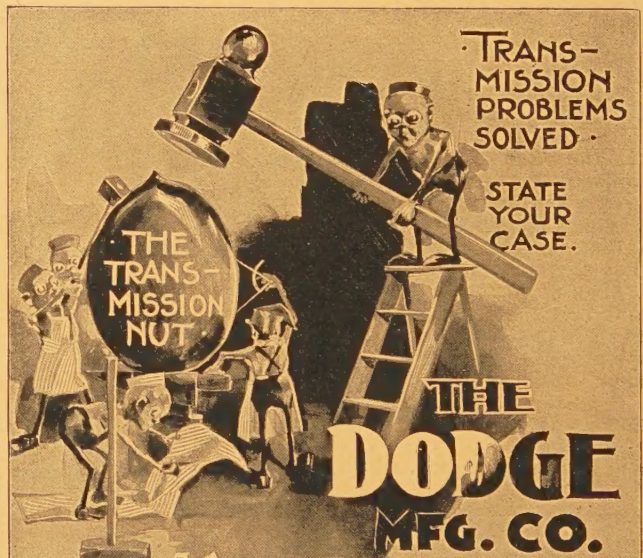


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